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THE TIMES

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THURSDAY JUNE 25 1992

APPOINTMENTS
 Pages 9-19
Life & Times section

45p

Ruling opens way to huge claims US court deals health blow to tobacco industry

FROM MARTIN FLETCHER IN WASHINGTON

THE US Supreme Court dealt a potentially devastating blow to the tobacco industry yesterday by ruling that health warnings on cigarette packets do not automatically protect the manufacturers from being sued by the victims of smoking.

The court's landmark ruling renders the tobacco industry vulnerable to countless multi-million dollar claims for damages if plaintiffs can prove deliberate deception or misrepresentation on the part of the cigarette companies.

There are already more than 50 personal injury cases outstanding in the United States and an estimated 400,000 Americans a year die from illnesses related to smoking, 143,000 of whom die from lung cancer.

"Now that the court has made it possible for people to sue the tobacco industry and hold it accountable for its deceptive practices, it will be really quite a new day for

these lawsuits," said Lauren Tribe, the Harvard law professor who took the tobacco industry to the Supreme Court.

On Wall Street the ruling led to a sharp drop in tobacco stocks, and it could have far-reaching financial implications for other products that carry health warnings such as certain pharmaceuticals. In his judgment Justice John Paul Stevens wrote: "That Congress requires a particular warning label does not automatically pre-empt a regulatory field."

The ruling was based on the case of Rose Capollone, a New Jersey woman who died of lung cancer at the age of 58 in 1984 after smoking a packet of cigarettes a day for more than 40 years. She sued the three companies whose brands she had smoked the year before her death, and her family continued the case after her death.

In 1988 a federal district court awarded the family \$400,000 (£215,000) against one of the companies, the Liggett Group, but it absolved the other two firms, Philip Morris and Lorillard. That decision was subsequently overturned and the Supreme Court accepted the case last year.

In Berlin David Pollock, the director of the Ash anti-smoking charity, welcomed the judgment. "This will mean the end of the tobacco industry as we know it. Tobacco companies will now have to tell the truth about their lethal products. And if they do in the US, we must make sure they do here too."

The ruling means that many more smokers here as well as in the US will be suing the tobacco giants for deliberately deceiving them about the dangers of smoking," he said.

A statement issued by Philip Morris, maker of Marlboro, Benson and Hedges and numerous other brands of cigarette, portrayed the ruling as a "significant victory". The company argued that permitting smokers to sue on grounds of intentional misrepresentation would have "little practical effect".

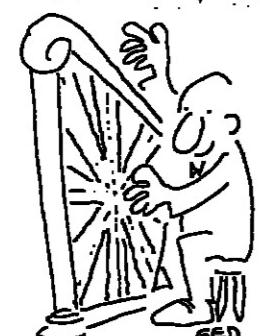
A lawyer for Philip Morris said the main allegation cited in most claims has been based on a failure to warn people, and the court had

UK offered deal on EC's 48-hour week

FROM GEORGE BROCK IN LUXEMBOURG

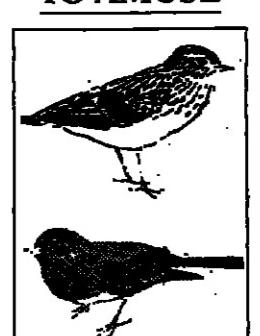
TODAY IN THE TIMES

FLOCKING TO A MUSE



Eric Clapton, Ravi Shankar, Jose Carreras will be drawing the crowds on Sunday. George Hill asks what National Music Day offers for the future. Life & Times, page 1

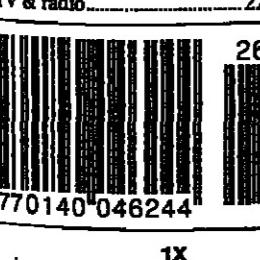
FLOCKING TO AMUSE



The dark-eyed junco and the lesser short-toed lark draw the crowds without even appearing. Bernard Levin wonders at the antics of the twitters. Page 14

INDEX

Deaths	16, 17
Crossword	18
Letters	15
Obituaries	17
Sport	28-34
Weather	18
Arts	23
Books	5
Concise Crossword	21
Focus	6, 7
Law Report	30
TV & radio	20



26

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BY MICHAEL DYNES
TRANSPORT CORRESPONDENT

A DECISION to press ahead with plans for a multi-billion pound relief road alongside the M25 is expected to be announced by the government today. Work would begin with the seven-mile section between the M3 and the M4.

The scheme to reduce congestion on the M25, transforming it into an American-style 14-lane highway, will provoke fierce opposition from environmental and residents' groups, and could take two decades to implement.

The need to acquire more land either side of the motorway means that construction

will have to be preceded by a series of public enquiries where the anti-roads lobby will mount a huge campaign in an attempt to frustrate the transport department's plans.

Transport officials were ready to announce their decision to press ahead with the parallel relief road scheme weeks ago. The announcement was, however, delayed until after the recent Earth summit in Rio de Janeiro in an effort not to tarnish Britain's international green credentials.

The new roads, known as collector-distributor roads, are in addition to the £1 billion scheme already in the £20 billion national road building programme to widen most of the remaining three lane sections of the

motorway to four lanes in each direction. Widening to four lanes will take place between junctions 5 and 11 (Sevenoaks to Chertsey), and junctions 15 and 28 (Heathrow to Brentwood).

Work will be carried out largely within the present motorway boundaries, and will involve small reductions in lane widths. Hard shoulders will be omitted only for short distances near bridges, and the entire widening programme is expected to be completed in six years.

Each section of the original three-lane M25, which took 20 years to build at a cost of about £1 billion, was designed to carry up to 88,000 vehicles a day. Some sections regularly carry 145,000 vehicles a day, while a

few have reached 164,000 a day. Although motorway widening has been widely criticised, it is the collector-distributor road proposals which have attracted the greatest opposition from environmental organisations for attempting to accommodate the expected long-term growth in private car ownership.

Consultants have been refining the design of the proposed new roads, in an effort to reduce or eliminate short-distance junction hopping, thereby freeing the motorway for long-distance traffic. No specifications have been published for the new collector-distributor roads, although it is thought that they will be similar to

Continued on page 2, col 6



Penny-farthing protester: Alan Price arriving at Lloyd's annual meeting in London yesterday. He said: "My wife has divorced me, I have had to take my children out of public school and I have had to sell my Ferrari."

Authorities fail pupils

Some councils are taking more than three years to assess the special needs of children with learning difficulties. The Audit Commission said in a stinging indictment of services for such pupils. Teachers describe the children — up to one in five of the school population — as cinderellas of the service. Now the government is promising action to improve local bureaucracy and give parents more control.

Fan trouble

Lennart Johansson, the president of Uefa, says that withdrawing the 1996 European football championship from England would not solve the problem of hooliganism. Page 28

Cinema boom

Cut-price seats helped cinemas to achieve record attendances last year. Page 5

Bush ready to unfreeze housing cash for Israel

FROM RICHARD BEESTON IN JERUSALEM AND MARTIN FLETCHER IN WASHINGTON

YITZHAK Rabin, Israel's new leader, moved swiftly to revive Middle East peace talks yesterday by promising to push through an autonomy plan for Palestinians in the occupied territories.

President Bush is expected to move quickly to restore battered US-Israeli relations. He may unfreeze at least some of the \$10 billion (£5.4 billion) in housing loan guarantees withheld because Yitzhak Shamir, the outgoing prime minister, refused to freeze new settlements. James Baker, Mr Bush's Secretary of State, called yesterday for the next round of Arab-Israeli peace talks to start soon.

After his dramatic victory, Mr Rabin plans to form a new coalition within weeks. With all but a fraction of votes counted in Tuesday's general election, Labour emerged with 45 seats in the 120-member Knesset, giving Mr

Rabin a tiny majority in alliance with the 12-member left-wing Meretz party and five Israeli Arabs belonging to two smaller parties.

Likud lost six seats in a devastating electoral setback that puts Mr Shamir's future in doubt. Mr Bush disliked and distrusted Mr Shamir, but Mr Rabin is liked and respected in Washington as a former ambassador to the US and former defence minister.

As part of his pursuit of peace, Mr Rabin promised yesterday to halt government funding for what he termed political Jewish settlements in the disputed territories and divert the money to bolstering sections of the economy, particularly to fight record unemployment.

Rabin priority, page 12
Richard Beeston, page 14
Leading article and letters, page 15

Names lament lost fortunes on judgment day

The blackest day in Lloyd's history drew a large and angry crowd. Some had lost a million. Many had lost their homes. Their children would not be going to Eton or Harrow. Joe Joseph reports

Yesterdays, as Lloyd's unveiled losses of more than £2 billion on the blackest day of its history, you could finally appreciate the symbolism of Richard Rogers' Lloyd's headquarters: both the building and its inhabitants had been turned inside out, with their hearts laid bare for all to see.

David Coleridge, Lloyd's chairman, hoped the horror would never return, "certainly until I am dead, and that won't be long." Fielding six hours of questions from out-of-pocket investors may well have quickened his journey.

His polite handling of the annual meeting drew praise from many, but not all.

Quite a few of the thousands of names who attended the insurance market's annual meeting yesterday commuted to the City from new, more modest homes than they owned a few months ago.

Many are £1 million out of pocket. They have known their losses for a while. But several still seem baffled by how an institution famous for underwriting risks has proved so inept at underwriting its own.

They were nodded off by such a big posse of journalists, photographers and television crews that you might have wondered if Michael Jackson was addressing the meeting, too. One TV camera kept strafing the windows, perhaps expecting to see a bankrupt on a ledge.

The traditional Lloyd's doormen, in their plush pillar-box red coats with broad black velvet collars and cuffs, with their black and gold top hats, suddenly looked rather over the top, as out of place as the queen might look picking over trinkets in a car boot.

Among the passers-by, there seemed a sense of schadenfreude, a lack of sympathy for rich "fat cats" who must have done well enough in the good years before disasters like the Exxon Valdez oil spill and the San Francisco earthquake dented the re-insurance arithmetic.

But for the names, it was not just accidents and surprises that vexed them but alleged skulduggery. "There

Continued on page 18, col 3

A name's story, page 18
'Appalling' loss, page 19
Coleridge show, page 19
Comment, page 23

"We needed a conference venue that was efficient, comfortable and provided a service with a smile."

Helen Mackay,
British Dental Association

No wonder the British Dental Association chose the International Convention Centre, Birmingham to hold their annual conference this month.

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THE ULTIMATE CONVENTION CENTRE

Guilds call for cancer screening

By NICHOLAS WATT

TO rousing organ music, 5,000 women from all over Britain congregated at the Royal Albert Hall yesterday for the annual meeting of the Townswomen's Guilds.

Giles Brandreth, MP for the City of Chester and chairman of the National Playing Fields Association, implored representatives of the guilds' 115 federations to save Britain's playgrounds.

The guilds also called on the government to test pre-menopausal women for breast cancer. Mollie Lordon said that Britain had the highest mortality rate from breast cancer, and a fifth of women with breast cancer were pre-menopausal.

The guilds also said that part-time workers should be given the same rights as full-time employees. Carla Thomas said: "It is very convenient for employers to use part-time workers because it saves them money. But it is very unfair."



Raising the roof: members of Townswomen's Guilds from all over the country sing "Land of Hope and Glory" at their annual meeting

Aitken denounces German minister over fighter jet

By MICHAEL EVANS, DEFENCE CORRESPONDENT

THE defence procurement minister launched an extraordinary personal attack yesterday on Volker Rühe, the German defence minister, over Bonn's threatened withdrawal from the four-nation European Fighter Aircraft (EFA) programme.

Jonathan Aitken angrily denounced Herr Rühe's call on Tuesday for the four par-

ners, including Britain, to drop the EFA programme and to build a lighter and less sophisticated aircraft to be called EFA 2000. Mr Aitken said that this suggestion was nonsensical. "The result would be we'd pay more for a less capable aircraft that would lose in combat," he said. The EFA programme would mean throwing away the £6 billion effectively spent on development so far.

Mr Aitken said that Russia was continuing to develop new fighter aircraft. The latest model, the MiG33, was a development of the MiG29 Fulcrum. The best Russian fighter aircraft were now being exported and could end up in the wrong hands.

Mr Aitken said: "You've heard of the film *Top Gun*? Well, with Volker Rühe's EFA 2000 you'd have to rename the film *Bottom Gun*."

The outburst, in a briefing with London-based German correspondents and in an interview with *The Times*, highlights a dramatic deterioration in relations between the two defence ministries since Herr Rühe took over as German defence minister earlier this year.

Herr Rühe, a highly experienced politician and close to Helmut Kohl, the German chancellor, made it clear from the beginning that he did not support EFA which is being developed by Germany, Britain, Italy and Spain. He said that the aircraft was too sophisticated for a post-Cold War era and too

expensive. He won the support of Herr Kohl, who also indicated the possible withdrawal from the programme. An official announcement was due earlier this month but, after representations from John Major and Malcolm Rifkind, the defence minister, a final decision was delayed for a month.

The decision, due this week, was delayed again for another seven days. The government has been lobbying hard to get Bonn to change its mind, pointing out that there was no real alternative to EFA. However, the sudden proposal by Herr Rühe to scrap EFA and build a lighter and less advanced fighter, ready for deployment by the year 2000, took London by surprise.

Mr Aitken accused Herr Rühe of waging a deliberate political game. "But EFA is not political football game where the players can change the rules and move the goals," he said.

The air force chiefs of all four partners recently reconvened the requirement for EFA and the German military has made it clear it wants to continue the programme.

Mr Aitken said that Herr Rühe's call for an immediate withdrawal from the programme had horrified London. He said that EFA 2000 would end up more expensive, partly because of the disruption that would be caused to the present EFA development programme. The first EFA prototype is due to fly in September.

Killing by police defended

By STEWART TENDERL CRIME CORRESPONDENT

AN UNBALANCED gunman was shot and fatally wounded by police in a siege at a block of London flats after he had deliberately sought out police marksmen and ignored repeated challenges, the commander of the police operation said yesterday.

During the two-hour siege Peter Swann threatened to commit suicide, kill officers or members of the public and was hit as he advanced with a loaded sawn-off shotgun. For a time he had held his wife Jenny and a neighbour hostage in the family's flat in Penge, southeast London. He eventually released the neighbour, Kelly Lumis, aged 20.

Mr Swann, who died in hospital yesterday, had a long criminal record, mainly for minor offences, and was to be interviewed by police about a £10,000 burglary. During the siege he is reported to have told officers to come and get him or he would come and get them.

The shooting is the fourth killing by police marksmen this year. Yesterday as the Police Complaints Authority began supervising a Yard investigation, Chief Supt Ted Fulljove, who was in charge of the operation, said that procedures for dealing with armed incidents had been properly followed. There had been a "high level of danger to the public".

CORRECTION

Judge Michael Harris presided over the nightclub orgy case at Southwark Crown Court and not Judge Anthony Thompson, QC, as stated in *The Times* on June 23.

Bar wants rules to stop media 'tip-offs'

The treatment of the Maxwell brothers raises concerns about risks of prejudicing trials, Frances Gibb says

plinary offence. The arrests of the Maxwell brothers raised several issues. Mr Caplan said: "Firstly, it was to say the least, highly coincidental that television crews should have been deployed outside their homes at that hour of the morning. Second, why cannot the police ask people in these cases to report to the police station for an appointment? In other less high-profile cases this is done, and the lawyers in this case would almost certainly have asked for such an appointment."

The treatment of the brothers was demeaning and made it difficult to ensure that jurors would not have read and remembered "that kind of media circus", he said. The Bar wanted to ensure that "stage-managed arrests in high profile cases don't become the fashion". Directives should be issued making clear that such behaviour constituted a dis-

grace." Jonathan Goldberg, QC, with whom Mr Caplan wrote to *The Times* criticising the circumstances of the arrests, yesterday condemned their timing of 6.30am. "There is no justification for a dawn raid with businessmen who are at no risk whatever of running away. These tactics are reminiscent of J. Edgar Hoover and his teams in the thirties," he said.

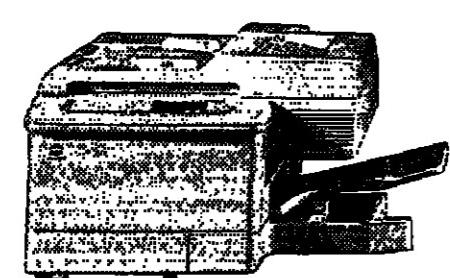
Rumours that an arrest was imminent were ripe for several days before the arrest so the presence of journalists was unsurprising. Persistent inquiries by journalists on the story in the 48 hours before the arrest could have "hardened up" its timing without any need for a "tip-off". As soon as any of the agency or freelance reporters had the information, then all picture desks would get a call. Several

dailies knew the night before. Tip-offs, often paid for, are common. The media frequently has been forewarned of an event by someone wanting to secure maximum publicity for it. Two weeks ago, press photographers were ready to snap the Princess of Wales leaving the flat of Carolyn Bartholomew, her friend, after anonymous calls to newspapers.

When Asil Nadir, chairman of Polly Peck, was arrested at Heathrow in December 1990, television camera crews were waiting. Shortly before, when the Serious Fraud Office raided the headquarters of Polly Peck International in October 1990, the press were there.

The SFO yesterday reiterated comments made by George Staple, its director, that it was not aware of any member of the SFO or police telling the media about the Maxwell arrests.

Leader and Letters, page 15



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THE PEAK OF PERFORMANCE

NEWS IN BRIEF

£100,000 libel win for Spurs chief

Irving Scholar, the former chairman of Tottenham Hotspur football club, was yesterday awarded £100,000 damages against the *Daily Mail* over a story which he said made him out to be a "liar and a hypocrite". Mr Scholar, 44, who lives in Monte Carlo, was also awarded costs, estimated at £250,000 for the six-day High Court case.

Mr Scholar had sued over an article headed "Scholar Accused" which reported him as being "angry and heartbroken" at the £5.5 million sale of the Tottenham player Paul Gascoigne to Lazio of Italy. He had, in fact, authorised the deal and Mr Scholar claimed that the article made him out to be a liar and a hypocrite. Jeff Powell, a *Daily Mail* sports writer, Sir David English, the editor, and the publishers, Associated Newspapers, had denied libel. A spokesman said that they were considering an appeal.

HIV man counselled

The man who allegedly infected four women partners with HIV yesterday met counsellors from the South Birmingham Health Authority, who urged him to adopt more responsible sexual behaviour. The authority alleges that the man, a haemophiliac with HIV, has failed to tell some of his past partners about his infection or to engage in safe sex, but it has refused to name him or confirm his identity. By yesterday the Birmingham AIDS Lifeline, a confidential telephone service, had received ten calls from women who feared they may have had sex with the man and seeking his name. A woman said to have been infected with HIV after sex with the man has died after contracting AIDS. Dr Bernard Crump, the authority's public health director, said it would be wrong in principle to name the man.

Union numbers decline

The future of the TUC in its present form is again in question after union membership fell by almost half a million last year, making the organisation's membership the lowest since 1947. Total membership of TUC affiliated unions fell to 7.75 million, compared with the 12.3 million members the organisation claimed in 1980. Norman Willis, the TUC general secretary, said: "Whilst these figures are disappointing they say more about the state of the economy than they do about trade unions." He pointed out that unemployment had increased by more than 700,000 over the year. Some unions believe that the TUC has to change. They want it to concentrate on service functions rather than spending time on research which is supposed to influence government decisions.

Brothers jailed

Two men were jailed for eight years yesterday for robbing the Halifax building society in Newbridge, Gwent, of £9,820. Lindsey Frayne, 25, of Newbridge, and his brother Leighton, 31, of Abertillery, modelled themselves on the Kray twins, the former East End gangsters. They were found guilty at the end of a three-week trial of robbery, conspiracy to deal in firearms and illegal possession of a shotgun. Their cousin Stephen Cooke, 25, was also convicted of taking part in the robbery, standing in for Leighton Frayne because the brothers looked so alike that it would have given them away. The brothers became weekend gangsters, travelling to visit the Kray twins in jail and living a real-life Kray fantasy. They were cleared of two other charges: shortening a Browning shotgun and illegal possession of the weapon.

Currie tests curry

Edwina Currie, the Conservative MP for Derbyshire South, yesterday tested Bangladeshi cooking at the launch in London of the Indian Chef of the Year competition. The former junior health minister, right, said judges would be looking for nutritious menus, including vegetarian dishes. "Many chefs are now cutting down on the use of high cholesterol ghee [clarified butter] and opting for more healthy vegetable oils."



Reported crime up

Recorded crime in England and Wales rose by 15 per cent in the 12 months to the end of March, with 5.4 million offences reported to the police, according to Home Office statistics published yesterday. The figure takes to 6 per cent the average annual rate of increase from 1982-92. There are numerous reasons why an increase of 15 per cent might have been recorded. In particular, almost 25 per cent of the total increase of 700,000 was accounted for by a rise in car crimes, where insurance requirements mean that reporting and recording rates are relatively high. The figures show that 94 per cent (5.1 million) of reported offences were crimes against property, 5 per cent (272,000) were violent crimes against the person and 1 per cent were other crimes.

Cats AIDS clinic opens

A clinic to treat cats with AIDS opened at Bristol University yesterday amid growing evidence that the disease is common among domestic cats. The clinic, believed to be the first in the country, will receive up to 100 cats at regular intervals for tests to monitor the stages of the disease and to advise owners of the best treatments for relieving symptoms. There is no cure for the condition, known as feline immunodeficiency virus, but antibiotics can be used to control secondary infections. A national study to determine the prevalence of cat AIDS showed that it was found in 5 per cent of apparently healthy cats and in more than 13 per cent of those who appeared unwell. Another disease, feline leukaemia virus, is even commoner, being found in 10 per cent of healthy cats and 18 per cent of sick ones.

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0,000 libel win
Spurs chief

Luton Town's Jeff Stelling has demanded £100,000 from Tottenham Hotspur's chairman, Peter Hill-Wood, over comments he made about the club's manager, Steve Bruce.

man counselled

South Yorkshire police have rejected some of the claims made by the former manager of the football club, Steve Bruce.

on numbers decline

The number of people employed in the UK has fallen by 1.2 million since 1989, according to figures released yesterday.

Others jailed

A man has been sentenced to 18 months in prison for robbing a bank in Northamptonshire.

Maritime mystery: the Ocean Hound trawler

THE TIMES THURSDAY JUNE 25 1992

HOME NEWS 3

Ships that collided with death trawler remain untraced

BY MICHAEL HORSNELL

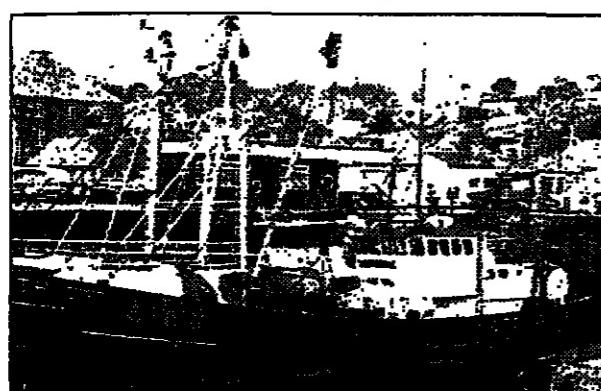
TWO ships which collided with a British trawler in the Straits of Dover, killing five fishermen, have not been traced, an inquest at Brixham, Devon, was told yesterday.

The Ocean Hound probably capsized and drifted upside down after a collision with an unknown vessel at 11.37pm on August 10 last year. Keith Dixon, an investigator with the transport department's marine accident investigation branch, said it was hit by a second vessel shortly after 8am and sank 15 miles off Ramsgate, Kent. A customs official told the inquest the Straits of Dover were "as busy as a motorway" on the night of the collision.

Hamish Turner, the coroner, said that there might be conflicting theories over what happened to the 73ft trawler from Brixham. "Everyone would like to know which ship which collided with her. It may remain a mystery," he said.

Only the bodies of the skipper and co-owner Alan Nicholson, 37, from Paignton, Devon, and a crewman, Keith Curtiss, 54, from Brixham, were recovered.

Mr Musson disclosed the last conversation between the Ocean Hound and Dover coastguards from a master



Maritime mystery: the Ocean Hound trawler

audio tape. On the night of the incident, the 43-tonne Ocean Hound radioed Dover coastguard at 22.18 GMT, asking for permission to cross a separation zone between two shipping lanes.

Mr Musson, who showed the inquest a video of shipping echoes which appeared on the radar screen, said it showed the trawler taking "a perfectly proper course" across the separation lane. It then stopped and altered course.

The vessel's radar echo merged with another, something which happened many times a day. But the radar failed to pick up any further echo from the trawler. Coastguards had to assume that there was no collision when echoes merged, said Mr Musson, because they could be up to a quarter of a mile apart.

But the time at which these two echoes merged on radar was the same as that shown on the Ocean Hound's clock, later recovered by divers from the sunken vessel. The vessel with which the trawler's echo had merged probably weighed up to 12,000 tons and was travelling at up to 14 knots, said Mr Musson, who added that it was impossible to say from which port it came.

The investigation branch report said the Ocean Hound's emergency beacon began transmitting at 0503 when she sank, possibly after being hit by another vessel. The jury was shown underwater video film taken by the investigation branch which showed damage to the trawler.

Keith Dixon, who carried out the branch's investigation, said that Ocean Hound had suffered a tremendous impact in the initial collision. He said that it had caused damage to the bow, a "very strong part of the vessel".

The inquest continues today.

High-risk inmates moved

BY RICHARD FORD
HOME CORRESPONDENT

SIX high-risk inmates removed from Aylesbury young offenders' institution after loopholes in security were discovered during an inspection, according to a report published today.

The flaws were noticed only days after Nessa Quinlin and Pearse McAuley, the IRA suspects, had escaped from Brixton jail, south London, last July. Judge Tunim, the chief inspector of prisons, warned Kenneth Baker, the home secretary, that the perimeter wall at Aylesbury was too close to buildings holding prisoners and that the gate was inadequately secure for category A inmates.

Kenneth Clarke, the home secretary, said that the security difficulties had since been solved.

Father jailed for starving daughter

A FATHER who beat and starved his four-year-old daughter and locked her in a stinking bedroom for months on end was jailed for two years yesterday.

The man aged 29 and his 25-year-old wife gave the youngster a plastic carrier bag for a pillow and one filthy blanket. When social workers found her she was covered in bruises and undernourished, weighing only as much as a 21-month-old baby.

After her rescue, the girl devoured all the food she was offered and gulped down glass after glass of orange squash. Oxford Crown Court was told. She is now with foster parents. The couple, from Banbury, had four other sons who were all loved and well cared for.

The unemployed father, who admitted assault, was told by Judge Leo Clark: "A prison sentence marks the

revulsion that society feels for your behaviour towards a small, defenceless child. In temper you grabbed her much too hard and hit her much too hard. No one can assess precisely how that little girl is likely to suffer."

Sentencing the mother to 18 months suspended for two years, after she admitted a cruelty charge, the judge added: "You were dominated by your common law husband a much too great an extent. You gave in to him and his wishes and had babies much too soon after each other as a result of his desires and you couldn't cope."

At an earlier hearing Adrian Redgrave, for the prosecution, said that a child minder saw bruises on the child and alerted social workers. They went to the house with police and found the child lying on the floor in a small, locked bedroom.

Earth moves but world fertility falls

Greater access to birth control has led to a steep decline in global population growth, Nigel Hawkes reports

United States, where high birth rates were the rule in the nineteenth century, the fertility rate took 58 years to decline from 6.5 to 3.5. In Indonesia the same change took 27 years, in Colombia 15 years, in Thailand eight and in China seven.

The growth in contraceptive use had been the most significant development in reproductive health over the past few decades. Dr Hiroshi Nakajima, the WHO director-general, said: "It had benefited individuals, families, societies and the

world at large, he added. The author of the report, Dr Mahmoud Fathalla, said: "The progress has really been quite striking."

Female sterilisation is the most widespread form of contraception, accounting for 26 per cent. The use of intrauterine devices at 19 per cent is the second most common, with the pill third at 15 per cent. Male sterilisation accounts for 10 per cent of contraception. Condoms are more popular in developed countries, particularly in Japan, where

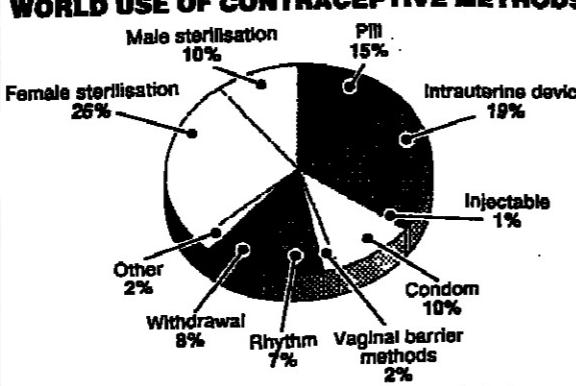
they account for 70 per cent of contraception.

In developing countries, the WHO estimates, 60 per cent of people have access to at least one modern method of contraception. There are wide regional variations, with 95 per cent in East Asia having access, but only 9 per cent of those in sub-Saharan Africa.

In spite of the progress, there are some 300 million couples in the world who do not want more children but lack access to family planning services. Of the 910,000 million conceptions that happen every day, about half are unplanned. Every day there are 150,000 abortions, a third of them in unsafe conditions, and 500 women die as a result of abortions that go wrong. "Unsafe abortion is one of the great neglected problems in health care in developing countries," said Dr Fathalla.

Despite the successes of the past 20 years, fertility exceeds replacement level, so populations will continue to grow. "Even if couples decided at this very moment to have no more than two children, world population would continue rising until the year 2050, because of the number of women in the reproductive age," he said.

WORLD USE OF CONTRACEPTIVE METHODS



Tribute: Fiona Goodman holding the police hat of her husband, Glenn, at his funeral yesterday

Murdered PC 'noble example'

A SPECIAL police constable shot dead on a routine patrol was a shining example of the nobility of human nature, a bishop said at his funeral yesterday.

Glenn Goodman, 37, was killed as he and PC Sandy Kelly, 32, questioned the occupants of a car near Tadcaster, North Yorkshire, on June 7. PC Kelly is recovering in hospital from four bullet wounds.

The killing was a dreadfully evil act, the Right Rev Humphrey Taylor, Bishop of Selby, said at the funeral at Selby Abbey. "A fine man, a loving husband, father and son, was killed in the prime of his life. With the grief there is a sense of outrage at the appalling wickedness of his murder."

Among the congregation, which included dozens of police officers, was Mr Goodman's widow Fiona, 32, and their 11-month-old son Tom.

Two men arrested under the Prevention of Terrorism Act have been remanded in custody in connection with the incident.

OTHER BANKS ARE STILL NOT PUTTING US ON THEIR TABLES.

Research will tell men from the boyos

BY NIGEL HAWKES
SCIENCE EDITOR

THE University of Glamorgan is looking for an anthropologist to tramp the pavements of South Wales in search of the secrets of the male ego. The man or woman chosen for the £14,126-a-year research fellowship will observe young men in pubs, clubs and on street corners for a project on the link between masculinity and violence.

The university, recently elevated from the Polytechnic of Wales, is looking for an ethnographer or anthropologist skilled in observation and in life-history interviewing for the potentially hazardous assignment. A black belt in judo and a strong head for alcohol might also come in handy.

Dr John Beynon, reader in communication studies at the university, said that the project aimed to "decode masculinity, the process by which we are shaped as men". New thinking about gender politics and cultural studies will be used to try to understand why it is that young Welshmen so enjoy the sound of breaking glass.

In South Wales, he said, men are brought up to be tough — and often violent — to each other, to women, and to the police. It is by no means unique in that respect. "We are interested in finding out how different concepts of masculinity have been constructed," he said.

"I see the world in a certain way because I was brought up in a middle-class Welsh household in the 1950s, where one absorbed a lot of the mythologies of the war. But some young men are brought up to speak with their hands. Their notions of masculinity are all to do with being tough. We want to understand how that happens, and to confront them with the consequences of their violence."

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Projection of Gross Interest earned over a twelve month period based on interest rates as at 8.6.92.			
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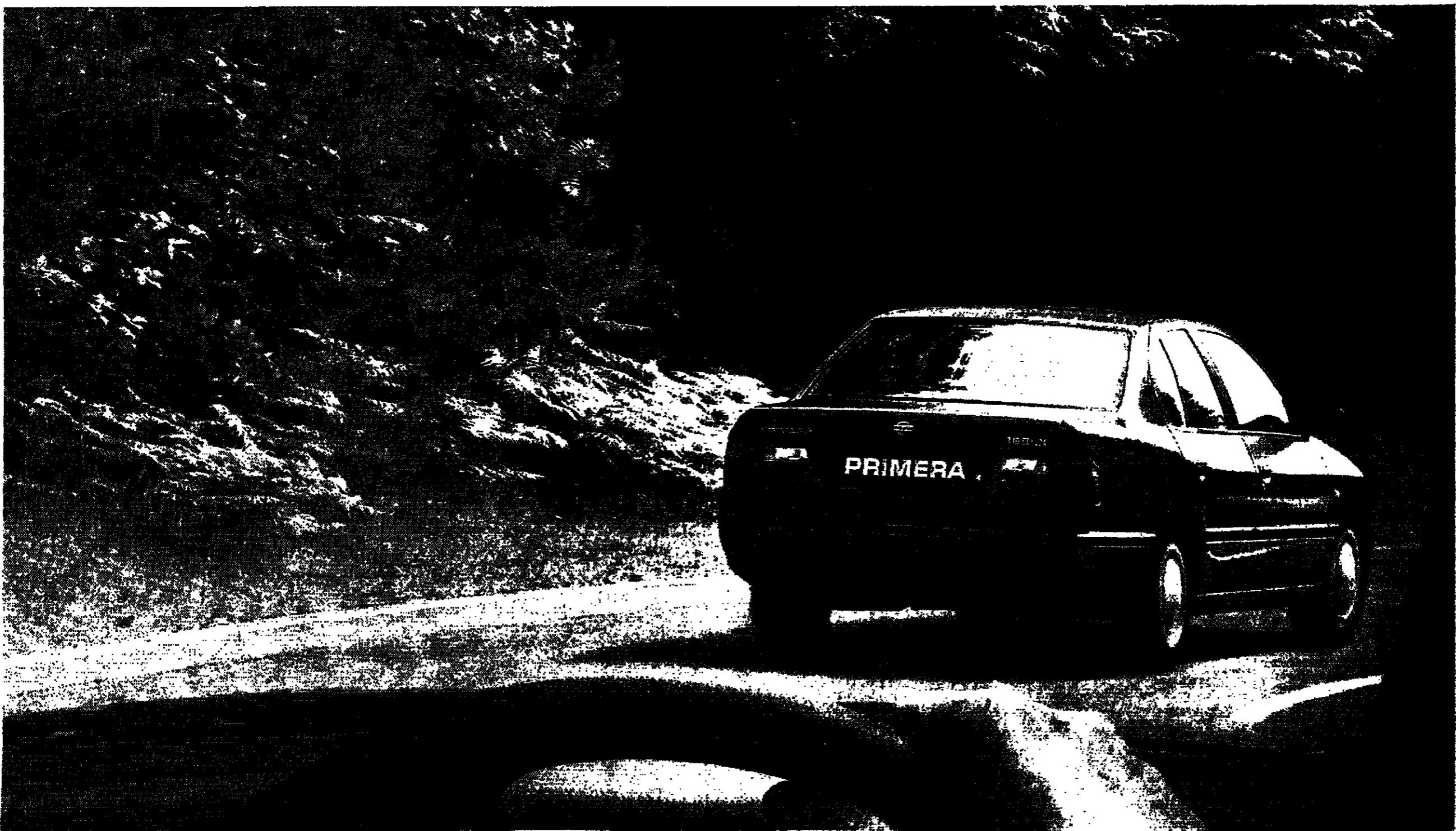
The car in front of the Toyota is a Nissan Primera



Don't just take our word for it, 'Autocar & Motor' have just tested the new Carina 1.6 GLi and despite Toyota's best efforts the Primera remains the magazine's choice in this sector. The Nissan Primera is not just in front of the Toyota, it leaves trailing in its wake the Ford Sapphire, Vauxhall Cavalier, and the Rover 416. Autocar & Motor's verdict on the Primera 1.6 SLX - 'Fast, frugal, comfortable and well built, there is a host of reasons why it should appeal... The UK built Primera saloons and hatchbacks are available

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NEWS IN BRIEF
Man killed
in hydro
explosion

Bowbelle ruling

Gumman jailed

Paintings stolen

DISCOUNTS

Cut-p
cinem

Cultural trends

Cut-price seats help cinemas to best year

BY SIMON TAIT, ARTS CORRESPONDENT

CINEMA is beating television in its search for new audiences, in spite of the effects of the independent television franchise competition, which was expected to boost viewing.

Television's "reach" is close to saturation, while discounting by cinemas is filling seats, according to the Policy Studies Institute's latest *Cultural Trends* report.

The report shows that 94 per cent of the population watches television at some time in the week, a figure which has barely changed since 1985. Daily reach is reducing, from 79 per cent in 1985 to 77 per cent in 1990.

The findings are a blow for those bidding for the Channel 5 franchise before next month's deadline. The existing audience needs to be watching more television for future growth. The report says: "Unfortunately, the figures give little comfort in this respect."

They show that average time spent watching the four terrestrial channels in 1985 was 26.6 hours a week; this had fallen to 23.8 and in the second quarter of 1991 to 22.4 hours.

The television audience has wider choice now, with cable and satellite broadcasts received in 2.37 million homes by March this year, a penetration of almost 11 per cent.

But there is little evidence that cable, satellite or "time-switch viewing" (video-recording programmes to be watched within a week of broadcast) are finding new viewers. Reduced viewing figures for independent tele-

sion and BBC suggest that cable and satellite channels are being watched instead of, not as well as, the old ones.

"The promise of the franchises may come to nothing because there simply isn't the commercial environment," Jeremy Eckstein, co-author of the report, said.

Cinemas appear to be finding new audiences, thanks to increasingly sophisticated discounting.

Last year for the first time there were more than 100 million seats sold, and admissions generated an estimated revenue of £301 million.

There has been no appreciable customer resistance to price rises on full admission, possibly because of discounting. The full price for seats in West End cinemas last year has risen almost three times since 1981, with an acceleration since 1987. While the retail price index rose by 30 per cent between 1987 and 1991, admission prices went up by 57 per cent.

But discount screenings in the West End grew almost ten-fold from 69 in 1982 to 607 this year. Although there was a dip in the number of full-price screenings in the mid-eighties, this year there will have been 25 per cent more screenings than in 1982, a quarter of them discounted. Discounts are being varied according to the day of the week and the time.

The report says that the cinema is the United Kingdom's most popular cultural activity outside the home. It says that going to the pictures appears to be holding its own against watching a video cassette, even though the propor-

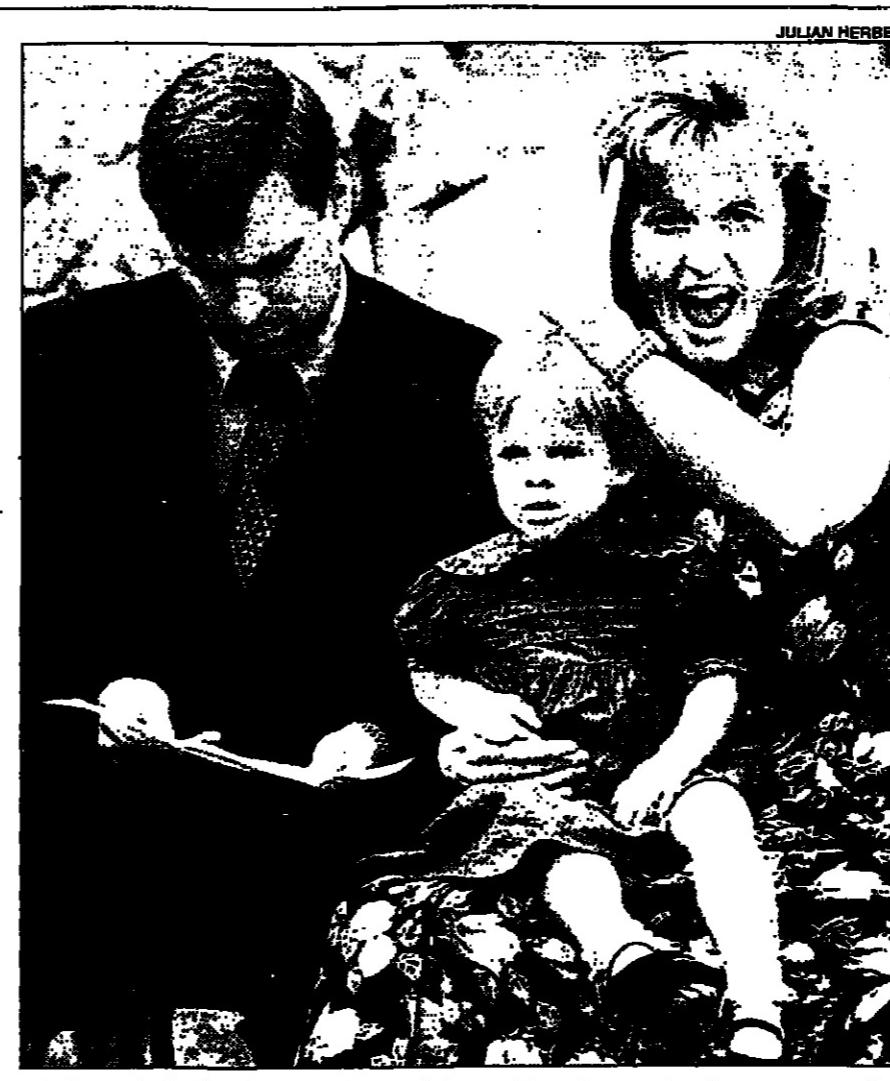
tion of households with video recorders more than doubled between 1985 and 1990, from 28 to 59 per cent.

Cinema's growing popularity in Britain is not being reflected in the home film industry. The *Cultural Trends* report shows that none of the top 20 films in the United Kingdom last year was British.

While cinema attendances were worth £301 million last year, American films accounted for more than 80 per cent of admissions.

Will Stevenson, director of the British Film Institute, said: "Most successful films seen in the UK are not produced or financed here. US companies also dominate distribution and the video market, so money generated from cinema in the UK is simply returned to the US."

The most successful film in British cinemas last year was *Robin Hood: Prince of Thieves*, followed by *Terminator 2: Judgement Day* and *The Silence of the Lambs*.



Animated: the Duchess waving to Princess Beatrice at school sports yesterday

Duchess signs cartoon deal

BY ALAN HAMILTON

FIRST *Twelfth Night*, then *A Midsummer Night's Dream*, and now *Budgie the Helicopter*. The Duchess of York, who has an interest in becoming a woman of independent means, has signed a potentially lucrative deal to turn her anthropomorphised flying machine into a children's television cartoon.

Budgie wears an insane grin and a baseball cap, and rushes about rescuing people. The Duchess published her first *Budgie* book in 1989, inspired no doubt by the exploits of her husband, who flew helicopters for the Royal Navy in the Falklands campaign. Since then there have been three more *Budgie* books, all highly successful, and there are said to be eight more awaiting issue by the Duchess's publishers, Simon and Schuster.

Budgie was being touted around this year's Cannes film festival, with the Duchess's Texan millionaire friend John Bryan acting as her agent. Film rights have been bought by Sleepy Kids, an independent British pro-

duction company which will make the cartoons for showing, probably on independent television, and for the home video market.

Mrs Vivien Schrager-Powell, joint managing director of Sleepy Kids, said yesterday: "Budgie is a famous character through the publishing which already exists. To animate this character is a natural progression, and we are delighted to have been chosen."

Besides the cartoons, the deal provides for the merchandising of *Budgie* toys, T-shirts, mugs and other spin-offs. Industry sources estimate that the Duchess could make £3 million, and all without turning her former home at Sunninghill Park into a Eurobudgie theme park.

Budgie was being touted around this year's Cannes film festival, with the Duchess's Texan millionaire friend John Bryan acting as her agent. Film rights have been bought by Sleepy Kids, an independent British pro-

	1982	1985	1992
Discounted screenings per week	89	236	607
Full price screenings per week	1,684	1,759	1,951
Total	2,053	1,995	2,558
Average screenings per week per cinema	54	55	73
Discounted screenings as a percentage of all screenings	3.4	11.8	23.7
Average ticket prices (£)	3.00	3.26	6.14
Average ticket prices after adjusting for discounted screenings (£)	2.97	3.15	5.85
Percentage of all cinemas offering time-specified discounts	18	44	69

Source: PSI analysis of prices listed in editions of *Time Out*

Steel men clock off after 30 years

BY KERRY GILL

THIRTY years of steel-making at the Ravenscraig complex in Scotland ended yesterday when men on the last shift pulled off their overalls and trudged down Carfin Road to the Era Bar.

Hardly one of those who entered the pub gave a backward glance at the silent blast furnaces which have dominated the Motherwell skyline since Harold Macmillan's premiership.

Ravenscraig was created, with the long-gone Linwood car plant and the former BMC lorry and tractor factory at Bathgate, largely to create work in central Scotland. By the mid-seventies the plant employed 13,000. Last week there were fewer than 1,200. Terminal facilities at Hunterston, Ayrshire, will close with the loss of 70 jobs, and the knock-on effect could cause several thousand more redundancies.

Claude Fleming, a ladleman, will start a horticultural course at British Steel's expense. "We feel very sad but also betrayed," he said. Another worker, Tommy McNab, said: "We are all sickened with the way we were treated. British Steel promised that Ravenscraig would stay open until 1994."

Those employed directly by Ravenscraig are said to expect up to £40,000 redundancy money. One man said: "A lot are buying new cars, or drinking it, or going into businesses which won't work. It may seem a lot of money, but it won't last long in this town with little chance of another job."

John Major has twice said that the government would not abandon the area. Last night it approved a £9.7 million contribution by Lanarkshire Development Agency to the Channel tunnel freight village at Mossend. Archie Bethel, the agency's chief executive, said: "The closure of Ravenscraig demonstrates that we must look forward to new industries."

Gunman jailed

Roger Amos, a jailed husband who kidnapped his wife's lover, Donald Stewart, and shot him in the hand after holding him at gunpoint during a 30-hour siege, was jailed for 12 years yesterday. The jury at Newport Crown Court found Amos, 40, of Newport, Gwent, guilty of wounding with intent, kidnapping and possessing a shotgun with intent to endanger life.

Paintings stolen
Police were investigating yesterday after a painting by Prince Charles was stolen from an exhibition at St Donats Arts centre at Llantrisant, South Glamorgan, during daylight hours. The limited-edition lithograph, valued at more than £3,000 and showing a view of Balmoral Castle, had been lent for a charity show. It was ripped off the wall with two other paintings.

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Bottomley wins fight over funds for elderly

BY JILL SHERMAN, POLITICAL CORRESPONDENT

VIRGINIA Bottomley, the health secretary, has won her battle to earmark funds for community care so that councils will not be tempted to spend the money elsewhere.

It is understood that the Treasury has now agreed to ring-fence the money through specific grants to local authorities to ensure that the cash goes directly towards setting up schemes to help elderly people live at home.

Details are still being worked out, but Westminster sources yesterday made it clear that Mrs Bottomley had won the principle of identifying funds rather than letting the cash be distributed in the general revenue support

grant. The decision followed a meeting of all the cabinet ministers concerned, which was hastily convened at Downing Street on Tuesday.

The grants are not expected to cover the whole cost of the policy, some of which is being funded from a transfer from the social security budget, but will concentrate on specific aspects such as start-up costs for assessing the type of care that individuals need. One option being considered is to put a time limit on the grants, to cover the first two or three years of the policy, which comes into effect next April.

The decision to earmark funds has been vigorously opposed by the Treasury and the

Lords told of need for 'good parents'

BY ARTHUR LEATHLEY

A NEW age of "good enough" parenting is needed to curb bad behaviour among young people, Lord Joseph, the former Conservative cabinet minister, said yesterday.

There was also a need for voluntary bodies to help parents guide their children so that the process of "good parenting" would continue through another generation.

Opening a Lords debate on the bringing up of children and involvement of voluntary bodies, Lord Joseph said: "It has always been hard to be a good parent; it is harder now." He added that most people had experienced the benefits of being well brought up and were able to pass it on to their children.

Although the government could do nothing directly to alter parental behaviour, ministers should realise that their policies could influence parents. Respect for parenthood was required, as was a need to stop disparaging marriage.

Without good parents, there could be a "spiral of demoralisation" within fam-

ilies and he praised voluntary bodies already offering important help by visiting families in their own homes. Social services departments were often overwhelmed by crises and their preventive role often seemed "doomed by underfunding".

Baroness Blackstone, for Labour, complained about the "absolutely disgraceful" freezing of child benefit, the lack of adequate child care and the "national scandal" of three million children living in poverty. She called for more efforts to be made in teaching adolescents about the realities of parenthood. People were not aware of the costs of bringing up children and the increase in the number of single parent families made the problem more acute.

The Bishop of Coventry, making his maiden speech in the Lords, underlined the important work the church did in helping families, particularly in building up the confidence of families.

Pledge to parents, page 8

Cabinet shares show brisk trading

POLITICAL NOTEBOOK
By ROBIN OAKLEY

In the City they used to say "sell in May and go away". We never imagined that it could come to seem appropriate in politics too.

Labour's interminable leadership contest has left a vacuum in opposition. The lack of urgency about a legislative programme stretching through to July 1993 has added torpor to the normal sluggishness of post-election politics. For most departments politics is not at present a main road activity, more a matter of sauntering along the pavement blocking the ears roll by.

Thank heaven, then, that politics is about personality too. Performance is still a topic on the Westminster terraces. And the pattern of the new cabinet is beginning to be set.

John Major, most agree, has a new confidence at the despatch box. There is more light and shade, the occasional flicker of humour. He produced a deft one-liner this week in response to a Labour complaint about Michael Heseltine's tardiness in replying to an MP's letter. But colleagues wonder whether the collegiate style goes a little too far at cabinet. Some say there should have been a sharper response to the Maastricht doubters within his government. They are playing grandmother's footsteps with him and some feel that without a sacking or two Mr Major will not consolidate his authority.

Douglas Hurd has had his least comfortable patch as foreign secretary. Politics is fingertips as well as cerebrum and he was slow to sense what had been released in the Tory ranks by the Danish referendum result. The creases in Mr Hurd's brow have developed deeper furrows, the pauses before his interview answers have lengthened and just a touch of irritation with the daily necessi-



Clarke: trusted to fight for frontier controls

ties of party massaging has shown through. But the selling of Hurd's has been overtaken. The deep professionalism is reassessing itself.

Foreign Office hands have noted with satisfaction that you cannot even now insert so much as a cigarette paper between the views of prime minister and foreign secretary on matters European. It is time, in a gentle way, to start buying Hurd's again.

Michael Heseltine is yet to show his paces as president of the Board of Trade. But there is a developing market in Clarkes. Home Secretary Kenneth Clarke figures significantly in every conversation about the outcome of a brush between prime minister and No 11 bus. The left claims him still, but the right ad-

mires him too for his obvious possession of what the Spanish call *cognos*.

There is no keener European in the cabinet, yet the backbench sceptics trust Mr Clarke to fight the good fight on frontier controls. But it is early days yet. To emerge from the Home Office with reputation enhanced you have to be good at spotting trouble on the way and heading it off. Mr Clarke's style is more to slug it out when it gets there.

It may seem strange to call the Chancellor of the Exchequer an underrated debater. People forget that Norman Lamont has rarely lost a round to John Smith, the man now considered a foregone conclusion for his party's leadership. Mr

Lamont had a good election. He was the one who insisted that his party focus on the threat to the average taxpayer of Labour's spending plans. As the Eurosceptic nearest to the top Mr Lamont has a totem value too. While some praise him for holding his nerve on interest rates, the question is whether Mr Lamont can sustain the nerve of backbenchers too. The troops are growing restive once more at the slowness of recovery. It might be time to shade a holding in Lamont for a while.

John Major's ladies have surprised some who thought that gender might have sped them sooner to the cabinet than their record deserved. Colleagues say that Virginia Bottomley, the health secretary, has proved a tougher decision-maker than she looked as minister of state now that the buck stops with her. Gillian Shepherd, who stuck somewhat doggedly to her brief at the Treasury, has stood up to senior colleagues over the 48-hour week.

William Waldegrave, looking rocky at election time, appears to be consolidating as minister of public service and could benefit from Chris Patten's temporary removal from the scene by emerging as one of the cabinet's licensed thinkers.

The man with the most difficult task for the moment is David Mellor, the national heritage secretary. Mr Major would not have put Mr Mellor, a good chum and one of his best communicators, in what he perceived to be a backwater. But Mr Mellor, who has shown good humour and restraint so far in the face of all those jokes about the Ministry of Free Tickets, faces an uphill struggle in getting his department taken seriously.

Since his department is due to spend the proceeds of the national lottery, he may have difficulty wanting the funds he needs in the meantime from the Treasury, for all his expertise as a former chief secretary, Mr Mellor remains a stock to buy, but do so and salt them away for a while.

Council capping secrecy attacked

By DOROTHY BROOM
LOCAL GOVERNMENT CORRESPONDENT

MICHAEL Howard, the environment secretary, was accused of making a mockery of government pledges of more open government after he refused to disclose the basis on which decisions about poll tax capping are made.

The environment department said no detailed explanation would be given of Tuesday's decision to allow three capped councils to spend a total of £8.54 million more than their capping limit, rejecting appeals from another five.

Bryan Gould, Labour's shadow environment secretary, said yesterday that through their extensive enabling powers ministers now had direct control over the spending decisions of every council in Britain.

"It is unacceptable that capping appeals have become kangaroo courts," he said. "Councils have no idea what the procedures are or what criteria are used to decide appeals." He called on Mr Howard to explain his decision to the tens of thousands of citizens affected by it. "His failure to do so makes a mockery of more open government."

In the Commons yesterday, Robin Squire, environment under-secretary, said that plans were well in hand for bills for the new council tax, which replaces the poll tax, to go out by April 1 next year.

MPs were considering regulations providing local authorities in England with a grant of £85,970,000, or 75 per cent, towards the revenue costs of bringing in the tax. In Wales local authorities will get £5,985,000.

David Blunkett, the shadow local government minister, said the government was giving councils too little time to introduce the new tax. "The belated way this whole council tax saga is being handled is very reminiscent of the shambles we had with the poll tax. I am tempted to say, 'here we go again'."

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A RACE APART

UN ple
starving

Council capping secrecy attacked

Move to end union block vote shelved

BY JILL SHERMAN, POLITICAL CORRESPONDENT

NEIL Kinnock's plan to abolish the trade union block vote for the selection of parliamentary candidates was shelved for at least 12 months yesterday to avoid an embarrassing defeat at the party conference for John Smith, who is then expected to be party leader.

Labour's national executive committee effectively reversed a decision it had taken last month when it supported a one-member, one-vote proposal which was to be put to this year's conference. This would have led to candidates being chosen under the new system from next summer.

At its meeting yesterday the NEC voted 13 to 8 to put the proposal — which Mr Kinnock has fought for throughout his leadership — into a wide ranging enquiry examining links between the party and the unions. The enquiry, which will have a top-heavy union representation, will also examine the block vote at party conferences and the Labour leadership, and affiliation fees.

Party sources said the enquiry would look at modernising the links but there was no question of a "divorce" with the unions.

The enquiry, which will take until the end of this year, would postpone any change in selecting candidates until after the 1993 party conference. The one-member, one-vote proposal would abolish the trade union block vote, which is worth 40 per cent in the selection and reselection of candidates, reserving the vote for individual, fully paid-up members of the party.

Mr Kinnock said the move to include the one member one vote plan in the enquiry did not negate the NEC decision last month. "For me one member one vote defines a belief and not merely a change in voting arrangements for the Labour party." He said there was an urgent need to adopt the system, and the party would not serve

itself well if selection and reselection processes were delayed to the summer of 1994. Mr Kinnock said the party should adopt the procedure as soon as possible after the 1993 conference.

The decision was criticised later by MPs who had voted against the move and trade unionists who accused of the party of "fudged compromises". Clare Short, MP for Birmingham Ladywood and a supporter of Bryan Gould's bid for the Labour leadership, said the delay was prompted by John Smith's leadership camp. "It was right last time and it is right this time."

Bill Jordan, president of the Amalgamated Engineering and Electrical Union, said he was not prepared to accept postponing the reforms. "It is astonishing that within weeks of an election result that sent the party an unambiguous message, the NEC is prepared to reject the clear voice of the British public."

Yesterday the Electrical, Electronic, Telecommunications and Plumbing section of the AEEU submitted a motion for the party conference which recognises that affiliated and branch parties should have a role in nominating candidates, but insists that the final choice should be made by individual party members. Paul Gallagher, general secretary of the section, said: "We have had enough of the fudged compromises of the past. We are demanding a clear and immediate move towards a genuine members' party."

The review team will include seven union representatives, five MPs, one academic and the party chairman, who will be a union official from October. There are now doubts that Bill Morris, general secretary of the TGWU, will sit on the team after reports that he was furious that details of the review group were leaked to newspapers before he was consulted.



Kinnock would consider offer of Brussels job

BY SHEILA GUNN, POLITICAL CORRESPONDENT

CLOSE friends of Neil Kinnock disclosed yesterday that he would seriously consider the offer of a job as one of Britain's European Commissioners after he stands down from the Labour leadership next month.

A senior government source said they did not want to become embroiled in what is essentially an internal Labour party issue, the prime minister would be likely to endorse the candidate put forward by Mr Smith in place of Mr Millan.

Mr Kinnock's friends insist that the idea of a move to Brussels did not originate in the Labour leader's camp, but they are doing nothing to kill speculation. One aide said: "I don't think he even thought about it until someone else put forward the idea. But now it is sinking in, the idea certainly seems to have many attractions."

Mr Millan's four-year contract is coming up for renewal and the former Labour MP has confided that he would not stand in the way of Mr Kinnock taking over the post as the EC's regional policy

MPs put pressure on Lamont

BY SHEILA GUNN, POLITICAL CORRESPONDENT

NORMAN Lamont could face a rebellion by senior Tory backbenchers next month unless he announces new initiatives to revive the stagnant housing market or cuts interest rates.

A group of 26 Conservative MPs, five of them former ministers, put their names to a Commons motion yesterday demanding an extension to the eight-month "holiday" for stamp duty on house sales.

Many of the same MPs have also been urging the Chancellor privately to reduce interest rates below 10 per cent to boost economic activity. Their public declaration of disquiet indicates that the post-election euphoria on the Tory benches is wearing thin as the recession retains its grip, particularly on the construction industry.

Labour also disclosed yesterday that its Treasury team was likely to put down an amendment to the Finance

bill for debate in the Commons on July 6 or 7, either to extend the moratorium on the 1 per cent stamp duty on properties sold for less than £250,000 or to set a new threshold. If the Tory MPs supported such a Labour amendment, it could wipe out the government's overall majority of 21.

The Commons motion praises the record of Conservative governments on home ownership but warns ministers of the continuing plight of the private housebuilding industry. It raises concern that though ministers are rightly indicated that the economic factors are in place for a revival of the industry, it has not yet manifested itself in increased sales and activity. Endorsements of the government's view that the industry must be in the forefront of leading the economy out of recession; and hopes that the government will provide early assistance in that regard, especially by further extension of the moratorium on stamp duty."

Among the signatories are Sir Malcolm Thorntun, Sir Michael Neubert, Bob Dunn, Sir Gerard Vaughan, John Butcher, Barry Porter and William Powell.

Mr Lamont announced the eight-month moratorium in December to kick start the housing market. It ends on August 18 when the exemption on stamp duty will apply only to property transactions less than £30,000. Earlier this month Mr Lamont ruled out an extension. Government sources yesterday emphasised that the prime minister and Mr Lamont agreed that the "holiday" would end in August. Any change to that would require parliamentary approval before the summer recess. They also denied any dispute between Mr Major and the Chancellor on interest rates.

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After the show, Her Majesty will join those on the stage before departure.

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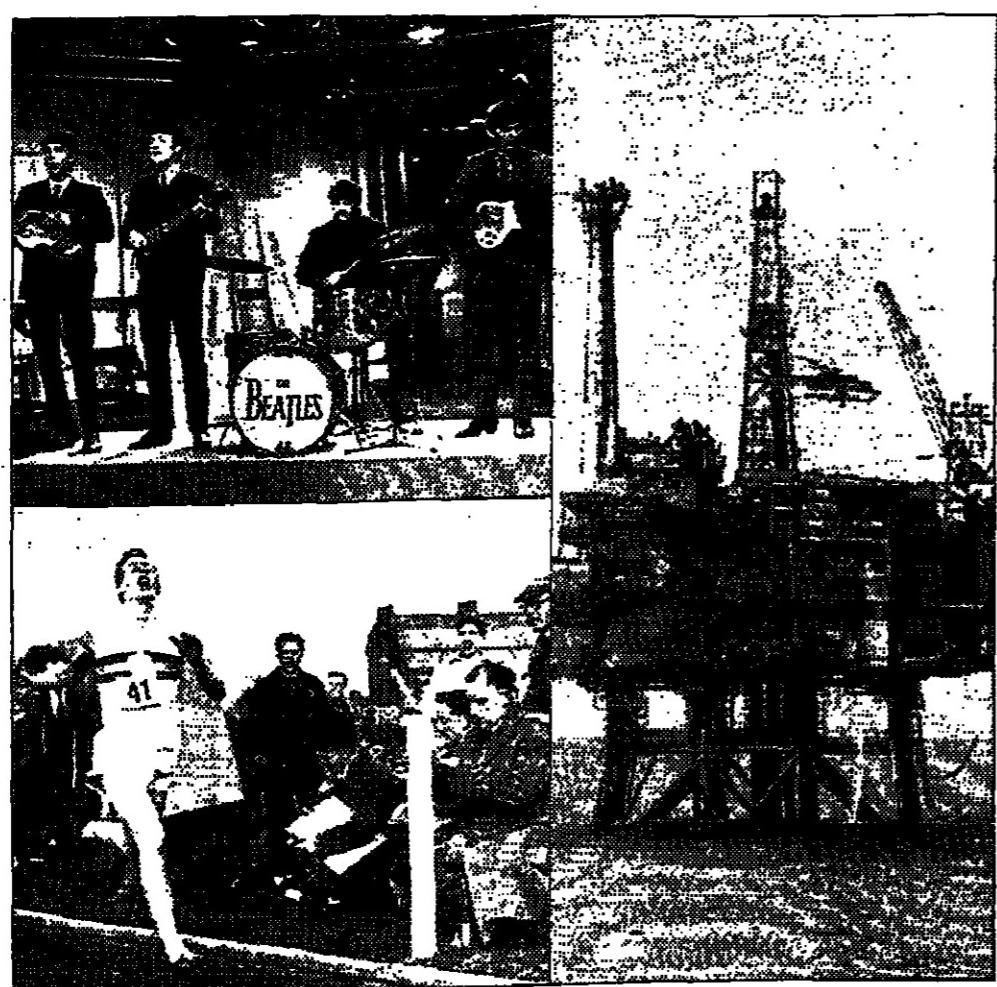
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'These Cinderella-children of the education service are victims of under-funding, bureaucracy and indifference'

Special needs pledge given to parents

By JOHN O'LEARY, EDUCATION CORRESPONDENT

A STINGING indictment of services for pupils with learning difficulties has brought promises of action from the government to speed up local bureaucracy and give parents more control over their children's education.

A report by the Audit Commission and Her Majesty's Inspectorate, published today, found that some local authorities were taking more than three years to issue statements detailing pupils' special educational needs, rendering the process "virtually worthless". Even the most efficient authorities were failing to meet the government's guideline of six months to assess children.

The report describes serious deficiencies in provision which may be required by one child in five. Changes are recommended from central and local government to secure value for £1.5 billion of public expenditure.

The Assistant Masters and Mistresses Association said: "These vulnerable pupils are the Cinderella-children of the education service. They are victims of under-funding, local bureaucracy and central government indifference."

Eric Forth, the schools minister, promised wide-ranging proposals to improve the system. Parents would be given a

choice of schools, appeals would be simplified and local authorities would be consulted on ways of defining a level of need to trigger the process.

The report calls for clearer definitions of special needs, legal time limits for producing assessments and statements for the most needy, and rigorous inspection of schools to provide accountability on children's progress.

The study highlights inconsistencies between local authorities in the numbers of children judged worthy of extra help. The proportion is skewed with statements of special needs varied from 0.8 per cent to 3.3 per cent.

When statements do appear, they are often so vague that it is impossible for parents to check if their children are receiving the extra help required. "According to many LEAs, this vagueness is deliberate because statements can lead to open-ended financial commitments which LEAs, faced with finite budgets, cannot provide."

The report puts much of the blame on a lack of incentives for local authorities to process potentially costly statements quickly. Some educational psychologists are carrying out only one assessment a week.

Financial difficulties are exacerbated by local autho-

Red tape frustrates family

A boy with learning problems waited years for a suitable school to be found, Matthew d'Ancona writes

Ken Roberts, a van driver, has experienced all the frustrations and fears of a parent of a child with special needs.

Christopher, his ten-year-old son, has epilepsy, a poor memory and learning difficulties, and has been through the mill of special needs provision. Only this year has a suitable school been found — St Piers in Lingfield, Surrey, an independent school for children with epilepsy and other neurological disorders.

Last year his parents feared he would be sent to a boarding school. Mr Roberts of Lewisham, southeast London said: "In the early hours of the morning, we cried ourselves to sleep. I kept telling the council that we didn't bring a child into this world to put him into care."

Jack Straw, Labour's education spokesman, said that the report demanded urgent and co-ordinated action from ministers and local authorities. "What this report highlights above all is that the Conservative's market-based approach to education inevitably produces casualties — and many of those are special needs children."

Parliament, page 6



Looking ahead: Christopher Roberts is at last at a school able to meet his needs

believe it was him: spitting, kicking and punching." Mr Roberts said. He and his wife found the bureaucracy of assessment and school placement daunting. Conflicting messages from the education authority and medical advisers trou-

bled them further. "I wish somebody at the beginning had said 'we understand, we can help,'" Mr Roberts said. Christopher is now a day-pupil at St Piers School.

Trevor Cook, special needs manager for Lewisham council, said yesterday that Chris-

Appeal on boy's case drags on

Matthew d'Ancona meets a couple fighting to keep their son in mainstream education

RICHARD Ford's parents have been educating him at home for the past two years after refusing to send him to the special school specified by Gloucestershire County Council. They want their son to stay in mainstream education and have appealed against the county's decision. The case is being considered by Baroness Blatch, the education minister.

Richard, 14, has moderate learning and speech difficulties. John Ford, his father, said yesterday that he and his wife had been misled when they allowed Richard to be assessed for a statement of special needs in 1988, expecting him to be given extra support in a mainstream school.

"We were led to believe that he wouldn't be sent to a special school. We were told that if we didn't get him a statement that he wouldn't get the special help he needed."

Mr and Mrs Ford said that the council had neglected its responsibility under section 2 of the 1981 Education Act to arrange that Richard be educated in a mainstream school and that his case had been unnecessarily delayed. The local authority no longer pays for Richard's speech therapy. His parents went to court.

They have made two appeals to the education department, the first in 1990, but have yet to receive a verdict. The case has been taken up by the Independent Panel for Special Educational Advice (IPSEA), a charity concerned with children's rights. John Wright, the administrator, said yesterday that the only action available to the parents was to seek a High Court review. "But the High Court will not hear the case until the state of health has reached a conclusion."

The education department said yesterday that consultations on the Fords' appeal were continuing. The county council said last night that it stood by its recommendation, made on extensive professional advice, to place Richard in a special school.

NEWS IN BRIEF

Russia wins world chess

The final scores in the World Chess Olympics in the Philippines were Russia 39 points and the gold medals, Armenia 34½ with a game adjourned, Uzbekistan 34 with a game adjourned and the United States 34 (Raymond Keene writes). Because of the adjournments, the destinations of the silver and bronze medals are unclear.

Iceland and Croatia scored 33½ and England, Ukraine and Georgia 33. England's late revival produced a 2-2 draw against the Russian team.

Nigel Short drew with Alexander Khalifman, Jon Speelman drew with Sergei Dolmatov, Michael Adams beat Alexei Dreev and John Nunn lost to Vladimir Kramnik, 16, described by Gary Kasparov as a future world champion. Kasparov's overall score was 8½ out of 10 with no losses.

Dog hunted

A stipendiary magistrate ordered Bradford's chief dog warden to find and destroy a Japanese Akita which savaged a boy aged 13. The owner, Raymond Sudcliffe, 37, who was fined £50 for allowing a dangerous dog in public, said the animal had been given to a security firm which claimed it had been sent abroad.

Skye bridge

The government gave permission for a £25 million toll bridge to Skye, following a public enquiry earlier this year. Building will start soon and take three years.

Death case

Poole borough council's solicitor said that it will prosecute American Express for health and safety offences after an executive fell to his death from a window at its offices in the Dorset town.

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y and indifference'

Appeal
boy's case
drags onMatthew
of Valencia
sample highlights
keep their own
education

to meet his needs

whose case has been
stuck by *Inner Hall*, the
service, had been the vic-
tim of a slow response by the
fledgling London
Education Authority. The
illustrated the conflict
that could arise between
the rights of teachers, as
has the expense of special
education. Christos
Kotsopoulos, 14, from a
part of Lewisham's east end, budgeted
£1,000, which is still
less than the cost of
every teacher to help him
in a mainstream school. In
a chain of misfortune, a
series of special needs
led to the eventual agree-
ment of a serious financial
settlement.During the
decade cash crises last
year, many or less told
stop issuing statements
that were seen as blank
paper. I had no stop for
such misfortune. To be
able to want to do what's
right, it's the right thing
which
should be at the centre of
our work.Press conferences took part in the
and, I think, report
of the amount of confidence
there is in the government
system. It has been
improved.**Mozart**
letter
sold for
£60,000

The letter was sold for £60,000

at auction in New York

by Sotheby's

on June 20.

The letter was

written by

Mozart

to his

wife, Constanze

Kotzebue

in 1781.

The letter

was

written to

her

from

Vienna

to

London

to

her

husband

in

London

to

Vienna

to

London

to

Vienna

Croatia rejects UN demand to pull out from seized land

FROM TIM JUDAH IN BELGRADE AND JOHN HOLLAND IN SARAJEVO

THE Croatian government was yesterday defying an ultimatum from the United Nations and the European Community to withdraw from territory seized on Monday. Zagreb's defiance coupled with a big Croatian push in neighbouring Bosnia means that the whole UN mission in former Yugoslavia is now in deep trouble. UN peacekeepers fear that they may be pushed aside if Croat forces decide on a final offensive to retake all Serb-held territories inside Croatia.

With world attention focused on the Serbian siege of Sarajevo, confident and well-armed Croat forces have been fighting on the periphery of the Serb-held territories, which are now being turned over to the UN. "With sanctions on Serbia, and victories in the field, the Croats feel their enemy is down and bleeding," a Western diplomat said.

General Satish Nambiar, the commander of UN forces in Yugoslavia, yesterday held an emergency meeting in Belgrade with representatives of the five permanent UN security council members and the European Community. On Tuesday, he had told the Croatian government and its army chiefs to withdraw from land they seized around the town of Drniš, but they refused.

UN sources say that despite warnings by Boutros Boutros Ghali, the UN secretary-general, to the security council about Croatian ceasefire vi-



lations and Zagreb's considerable aid to Bosnian-Croat forces, attention is still focused on Serbian actions.

The flashpoint is the so-called "pink zone", a wide swathe of territory around Krajina, the main Serb enclave in Croatia, from which Serb forces are due to withdraw before the UN takes over formal control. The pink zone appears to be the result of an oversight in the original UN peace plan that specified that in Krajina the borders of the UN zone would run along county boundaries rather than the frontline.

Most Croats have fled the area and the government is eager to send them home. However, fearing for their lives, the Serbs say they will only hand the land over to the United Nations. "If the area is not included into the UN

buoyed by a sense of euphoria, Croat forces may decide on an all-out campaign to retrieve the lands being turned over to the UN — "the unthinkable," according to one Western diplomat.

Yesterday, President Izetbegovic of Bosnia-Herzegovina said that he would not be able to reach Strasbourg for peace talks — due to be chaired there today by Lord Carrington — because of intense fighting around Sarajevo. Eight members of the Bosnian Olympic team said they were postponing their departure for training abroad for similar reasons.

Mr Izetbegovic, whose official Lear jet was apparently flown by Serbian pilots to Belgrade from a military airport in a sneak action recently, has few ways out of his country.

In Sarajevo, the food situation grew increasingly desperate. One of the main food markets in the city was full of people yesterday but almost completely empty of food, save for some lumps of grass, tree leaves and a few meagre piles of sunflower seeds.

Fierce street fighting continued in the Sarajevo district of Dobrinja, which borders the airport and is controlled by Bosnian Serb army positions. Serb tanks parked near the runway pounded several high rise compounds in Dobrinja which they suspect of harbouring Muslim mercenaries who are sniping at a nearby army barracks.

The deal, which comes only a day after an agreement between Russia and Ukraine to co-operate in finding a



Armed arrest: Georgian troops escort Walter Shurgaya, the rebel leader, still holding an unexploded grenade

Georgia puts down coup attempt

BY BRUCE CLARK IN SOCHI AND OUR FOREIGN STAFF

THE Georgian leader, Eduard Shevardnadze, yesterday signed an ambitious accord with President Yeltsin of Russia on settling the conflict in the mountains of South Ossetia, only hours after quelling an attempt by rebels to overthrow his government in Tbilisi.

The deal, which comes only a day after an agreement on the principles of regulation of the Georgian-Ossetian conflict, an agreement on a ceasefire.

Before Mr Shevardnadze held his talks with President Yeltsin, the Georgian capital was shaken by an attempt by forces loyal to the deposed Georgian president, Zviad Gamsakhurdia, to seize the television station.

The bloody events which culminated in the overthrow of the ultranationalist Mr Gamsakhurdia in January had begun with a seizure by his opponents of the same building. Yesterday's takeover was seen as a possible herald of fresh internecine conflict in the former Soviet republic.

But national guardsmen loyal to Mr Shevardnadze, wielding machineguns and backed up by a tank and helicopters, were able to capture the rebel-held television

centre and tower after a five-hour confrontation. Paarmary Adamashvili, a spokesman for the ruling state council, put the death toll from the assault at three, with 26 hurt. Georgian interior ministry officials confirmed the figures. Earlier, the state council had said that 40 people had been killed.

The government said that the leaders of the short-lived rebellion, including a leading lieutenant of Mr Gamsakhurdia, were under arrest. Walter Shurgaya came out of the broadcasting centre grasping an unexploded grenade and was escorted away. Tengiz Sigua, the prime minister, said on local television that Georgia would demand that the nearby Chechen republic extradite Mr Gamsakhurdia to face charges in connection with the seizure of the television centre. Mr Gamsakhurdia has been sheltering there

since shortly after his overthrow. The struggle for control of Georgian television was a reminder of the turmoil that has engulfed the Transcaucasian state since the collapse of communist power. Mr Shevardnadze told Georgian radio that the rebels had sought to block the talks set to include leaders of North and South Ossetia and focus on Georgian-Russian rivalry in the region.

National guardsmen recaptured the television station in a assault shortly after a government ultimatum ordered the insurgents to surrender within two hours or face an attack. A local journalist said that the assault began with a commando attack on the television tower, perched high above Tbilisi. Several hundred rebels had seized the television centre and tower by 6am and proclaimed the return of Mr Gamsakhurdia.

National guardsmen unleashed heavy barrages of automatic weapon and tank fire at the rebels without waiting for the government deadline. They moved in at noon, retaking the television centre and tower within a few minutes.

Mr Shevardnadze promised that the government would take all the necessary steps to reimpose order.

Slovaks form cabinet

FROM ROGER BOYES
IN BRATISLAVA

VLADIMIR Mečiar, winner of the elections in Slovakia a fortnight ago, took steps yesterday, when he formally assumed office as prime minister, to tighten his control of the republic. He placed loyal allies in his new cabinet and made plain that Bratislava was determined to follow its own softer road to the market.

Although Mr Mečiar's Movement for a Democratic Slovakia became the dominant party after the general elections, the changeover of power was delayed until agreement was reached with Prague on the future of the Czechoslovak federation. Mr Mečiar emphasised again that Slovakia was ready to declare its sovereignty next month, but this did not yet mean full-blown independence. "so please don't start writing the obituary of Czechoslovakia just yet".

Yesterday officials who had worked under Jan Carnogursky, the Christian Democrat prime minister, were clearing out their desks. In the Esterhazy Palace, home of the Slovak cabinet, some secretaries were in tears. Dr Carnogursky, a former dissident, announced the resignation of his government yesterday morning.

Mr Mečiar's most significant appointment so far is not so much within his cabinet, where free marketeers predictably have given way to state interventionists, but his selection of Ivan Gasparovič as parliamentary Speaker. Mr Gasparovič is a senior party member, but he was also Czechoslovakia's attorney-general until last March, when President Havel sacked him. Among other reasons for his sacking was a claim that he was being slow to pursue politicians who are thought to have secret police backgrounds.

His appointment is a deliberate snub to Mr Havel. But it also shows that Slovak politicians will not be subjected to the rigours of positive vetting for secret police backgrounds.

Moscow plays on PoW anxieties

Russia is manipulating US concern over lost servicemen, Mary Dejevsky writes

ON SOONER had Boris Yeltsin returned from the Washington summit, which almost became dominated by the prisoner-of-war issue, than the south-central Russian region of Tambov produced a document, dated May 1, 1945, stating that 2,500 foreign prisoners of war, including Americans, had been held in camps near Tambov.

Tambov had slightly missed the point. The prisoners the United States is most interested in are those supposedly transferred to the former Soviet Union from Vietnam and Korea. These individuals, of whom much is rumoured and nothing proved, have become an ideal lever in Russia's relations with the United States. The slightest touch from Moscow will produce a wave of positive sentiment throughout the United States for the Russian regime which has "come clean" about the existence of such prisoners and could yet trace long-lost relatives. With untold cynicism, it used the issue to stunning effect on the eve of the Washington summit.

If Moscow and Washington had been unable to produce their spectacular arms control statement on the first full day of last week's summit, the whole two days would have been dominated by the question of lost prisoners of war and Mr Yeltsin's undoubtedly honest and sincere attempts to find them. It would have made a success of a summit that could otherwise have failed. As it was, the tactic still worked a treat.

The delightful aspect of the prisoners-of-war lever is that it can be pressed as often as necessary. A joint investigation commission has already visited the northern region of Pechora — without success, but it tried — and Tambov has made its submission. From now on, every time that Russia wants to remind Washington of its goodwill, it has only to unearth another shred of "evidence" about prisoners of war.

• Washington: About 125 American servicemen listed as dead or missing from the Korean war survived and were interrogated by Soviet officers in North Korea before being sent to Chinese prison camps, according to information which has been given to American senators by Russian officials (Martin Fletcher writes).

The names have been released by Robert Smith, the Republican vice-chairman of the Senate committee investigating the fate of all missing US servicemen. He also claimed that it had evidence that Americans were being held in Vietnam and Laos as late as 1989.

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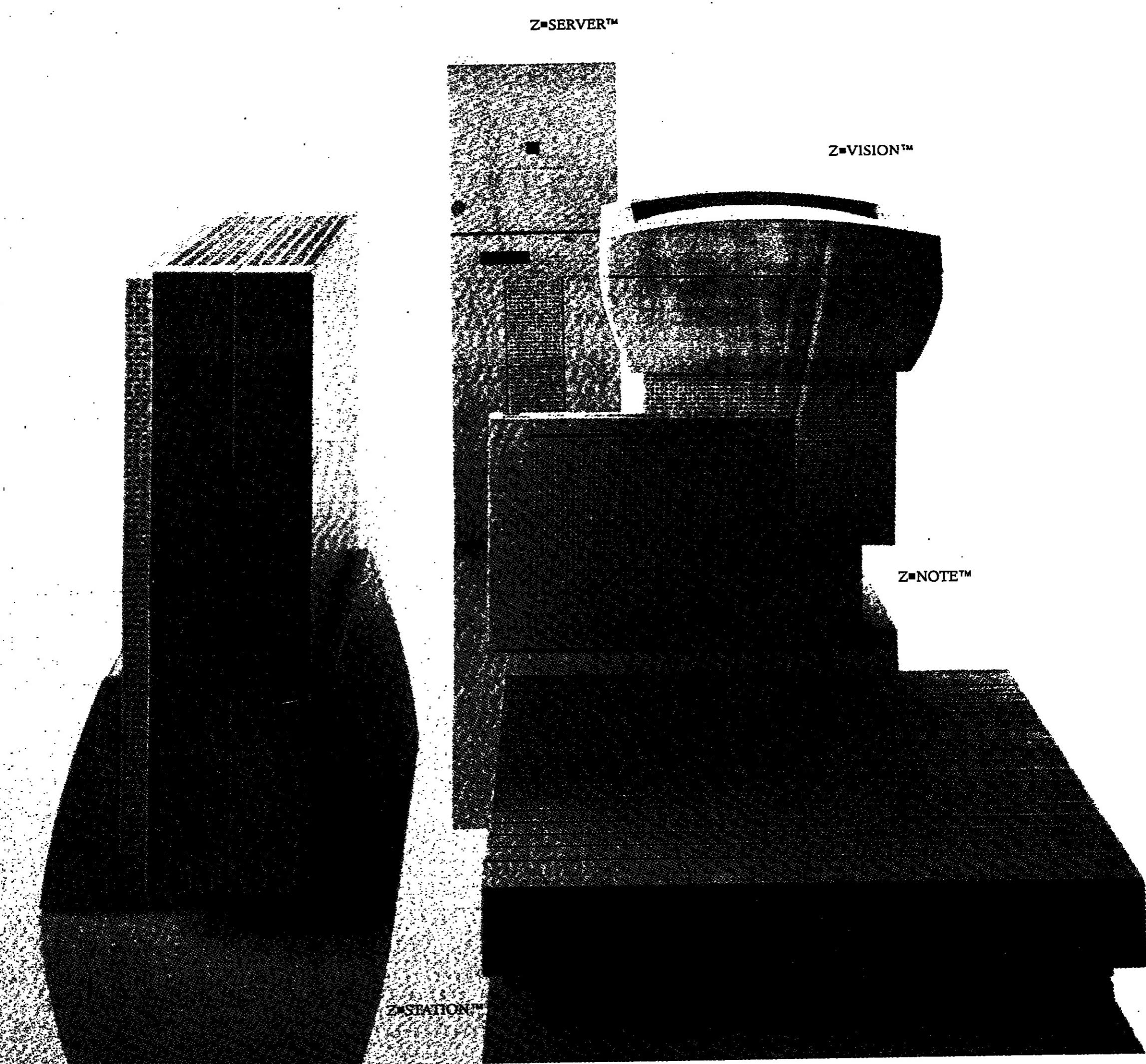
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Camp David proposals revived

Palestinian self-rule is Rabin priority

FROM RICHARD BEESTON IN JERUSALEM

YITZHAK Rabin, whose opposition Labour party won a landslide victory in Tuesday's Israeli elections, promised yesterday that his new government would move quickly to make peace with the Palestinians in the occupied territories and to curb the expansion of Jewish settlements.

Speaking only hours after it became clear that he would be the country's next prime minister, the former army chief and defence minister said: "The first priority is the creation of autonomy and self-rule for the Palestinians in the territories." His an-

nouncement appeared to signal a commitment to speed up the moribund Middle East peace talks, due to resume in Rome this summer, as soon as he has put together a new coalition government.

The outgoing Likud party refused outright to relinquish any territories occupied by Israeli forces in the 1967 six-day war, but Mr Rabin has undertaken to allow some territorial compromise with the 1.7 million Palestinians there in return for a lasting peace agreement. Ironically, the autonomy plan under discussion, granting two dozen

areas of self-government to the disenfranchised Palestinians, is the original proposal contained in the Camp David accords signed by Menachem Begin, the late Likud prime minister, and Anwar Sadat, the late Egyptian president.

A Labour government, in coalition with the left-wing Meretz party, proposes allowing Palestinians to elect their own leaders in the occupied West Bank and Gaza Strip and to begin a five-year transitional period of self-rule leading to a final settlement. But several thorny issues remain to be addressed, leaving Mr Rabin and the Palestinians far apart in the negotiations.

The Palestinians are determined to establish their own state, but Mr Rabin insisted yesterday that Israel would continue to control defence, security and foreign affairs in the territories as well as the interest of the 100,000 Jewish settlers living there. He has also made it clear that Israel is not prepared to give up all of the land he helped to capture when he commanded the country's forces in the June 1967 war.

In particular, Israeli rule would continue to apply in Arab east Jerusalem and its southern suburbs, the strategic Golan Heights and the Jordan valley border area. Although Mr Rabin has not made it clear which areas in particular he is willing to hand over to Palestinian control, it is widely assumed that they include the large Arab population centres in the teeming Gaza Strip and the West Bank cities of Hebron, Ramallah and Nablus.

Where Labour's position

differs substantially from that of the Likud government is over the treatment of the Jewish settlers, who received huge public funding to help them expand their communities in the occupied territories but would now face a one-year moratorium while talks with the Arabs are underway.

"This is an end of an era and the beginning of a new page in Israeli politics," Karmel Abu Jaber, Jordan's foreign minister and leader of its Middle East peace delegation, said. "Any change in Israeli policy is a positive change ... we welcome any government that will work for peace."

Osama el-Baz, the chief foreign policy adviser to President Mubarak of Egypt, reflected the general mood of relief there. "Egypt hopes that the result will give a strong push to peace efforts and the reaping of a golden opportunity to achieve historic reconciliation between Israel and the Arabs," he said.

Syria reserved judgment on Labour's policies but Farouk al-Shara, the foreign minister, said there would be no regret in the Middle East at Mr Shamir's defeat "because his policies had put the peace process in deadlock".

Iran, which has opposed the peace process from the start, refused to acknowledge any fundamental difference between the two main Israeli parties.

Rabin moves fast, page I
Peacemaker, page 14
Leading article, page 15
Letters, page 15

Many Arab leaders re-

Perot attacks 'Nazi' Republicans

FROM JAMIE DETTMER IN WASHINGTON

ROSS Perot yesterday accused the Republicans of taking a leaf out of the Nazi propaganda book in their depiction of him as a potential dictator with a penchant for intrigue. He dismissed as White House "dirty tricks" reports characterising him as a zealous investigator of personal, political and business opponents who even had his own children tailed by private detectives.

As the Texan billionaire appeared on an early morning

breakfast show to attack back, senior Bush administration figures continued with the Republican onslaught, turning the normally quiet campaigning month of June into a battlefield.

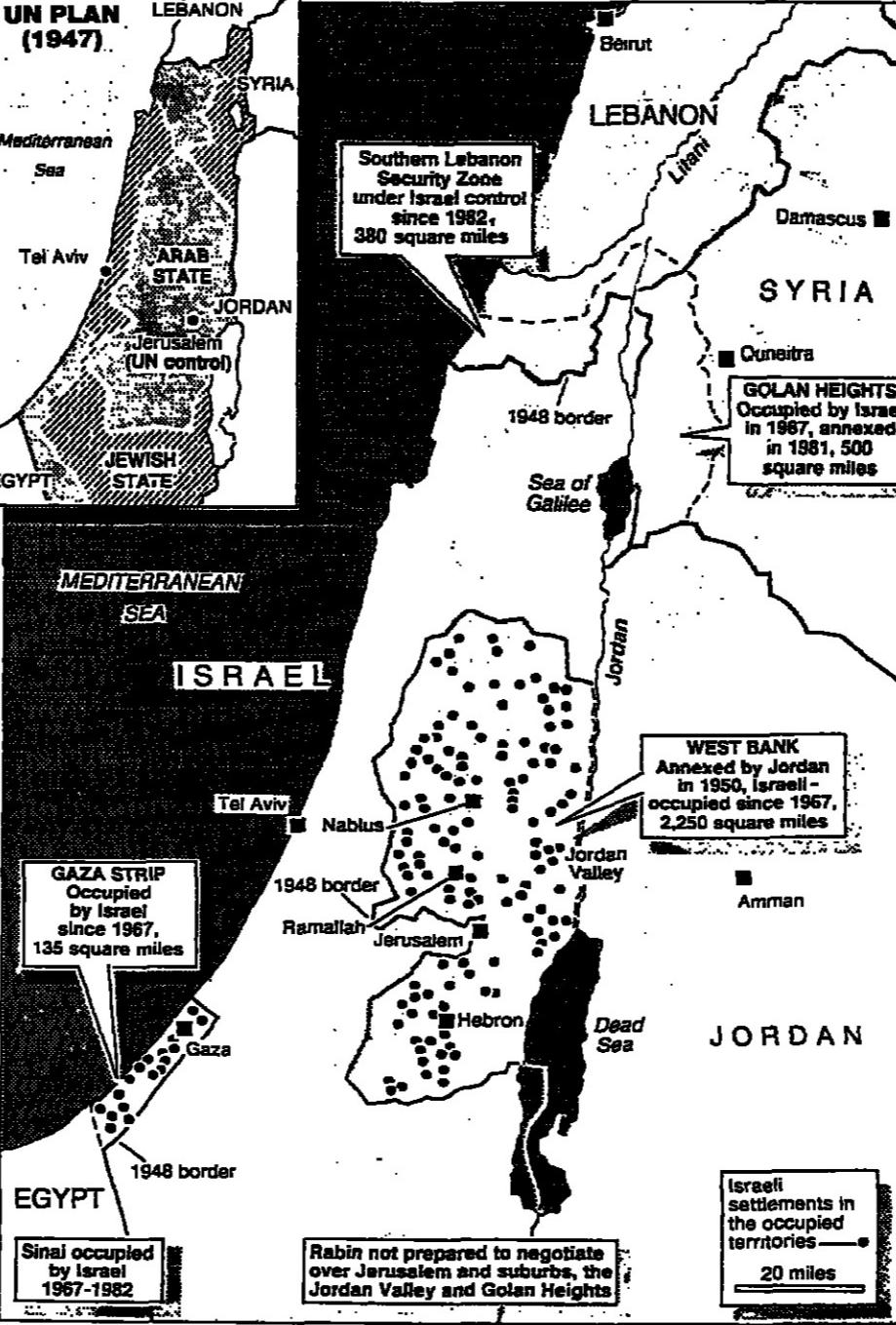
A couple of weeks ago as Mr Perot shot up in the opinion polls, Martin Fitzwater, the White House press secretary, said that the Republicans would not allow the Texan a long honeymoon. In the last three days, Mr Perot has come under withering

attack from President Bush, and even Bob Martinez, the White House's drug czar, who yesterday accused the businessmen of having a "penchant for slush money".

Articles in *The Wall Street Journal*, *The Washington Post*, *The New York Times*, *Time* magazine and the political weekly, *New Republic*, have provided the material for the Republican effort against Mr Perot. Many of the stories suggest, in the words of *Time*, that he pursues "astonishingly mean-spirited vendettas against anyone who crosses him".

In a hastily arranged breakfast television appearance, Mr Perot, who has yet to declare his candidacy, said: "Hitler's propaganda chief would be proud" of the campaign, now being run against him. He sought to refute allegations that he has indulged himself in a long-running grudge against President Bush and dismissed claims that since 1988 he has periodically ordered investigations into Mr Bush's private affairs and possible involvement in the Iran-Contra scandal.

"The Republican dirty-tricks committee has been carefully putting this together for weeks," he alleged. "They have been worried to death that I will announce [his decision to run] on my birthday, June 27 ... it is a carefully orchestrated plan to try to damage me at a time when people thought I would announce." He said that it was



Trading places: Israel, in a change of policy under the new leadership, may now consider a compromise over the main Palestinian centres occupied since 1967

Israelis put trust in hawk who promises peace

A tough, no-nonsense image saw Labour through to victory, writes Caroline Hawley from Jerusalem

WHEN the first results began to filter through, few Israelis were prepared for Labour's decisive election win. The victory, and the setback for Likud, was largely the result of the efforts of Yitzhak Rabin, the 70-year-old Labour hawk who recently replaced Shimon Peres, his long-time dovish rival, as party head.

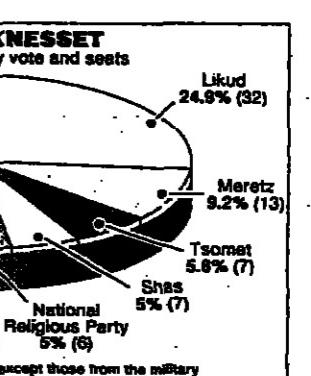
It was less a triumph of left over right than a personal coup for Mr Rabin. Labour ran a personalised, presidential-style campaign focusing almost exclusively on its new leader. Throughout the country, a stern-looking Mr Rabin looked down from "Labour under Rabin" campaign posters presenting a tough, no-nonsense image for a Labour party which had sat 15 years in opposition.

The rumbling of Israeli discontent had long been evident. Taking a leaf out of the book of the late Menachem Begin, the former Likud leader, Labour played on the disenchantment. It targeted Russian immigrants, angry at unfulfilled promises of jobs and decent housing. In the ballot box, 47 per cent of Russians, compared with 37 per cent of the overall population, voted Labour. "It is a no-confidence vote on the failure of Likud to deal with the immigrants who waited in line for bread in Russia, and now wait in line for jobs in Israel," said Simon Shireet, a Labour Knesset member.

Mr Rabin also courted disaffected Sephardim (oriental Jews) who swept Likud to power in 1977. The Moroccan-born foreign minister, David Levy, accused Mr Shamir and other Ashkenazi (European Jewish) ministers of treating Sephardim with contempt. Mr Rabin promised to divert funds from settlements to Israel's so-called "development towns", which are inhabited mainly by poor Sephardim.

While Labour had elected its candidates by a nationwide ballot of members, repeated infighting in Likud, together with corruption scandals, also tarnished the party's image.

With unemployment hitting new peaks, a peace process that was leading nowhere and a virtual halt in immigration from the former Soviet Union, Likud was forced on the defensive. It hit

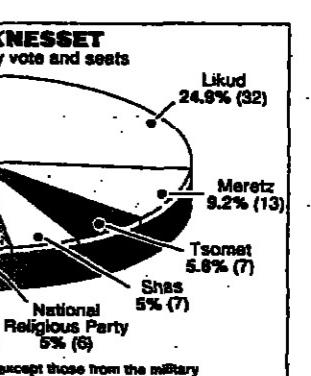


Figures represent all votes counted, except those from the military

Aloni: her left-wing bloc won 13 seats

the dominant partner in yet another of the national unity governments that have characterised Israeli politics. The decisiveness of Labour's victory took Israel by surprise. The left-wing Meretz bloc led by Shulamit Aloni, won 13 seats. Meretz, which openly favours a Palestinian state, will be a key element in the new coalition. "This election makes clear that the Israeli public does not want a government whose main talent is doing nothing," wrote Nahum Barnea in the daily *Yediot Ahronot*.

As a referendum on 15 years of Likud government, the message was clear. "The gimmicks and jingles did not affect voters," wrote Yoel Marcus in *Hatzarot*. "The people were simply fed up with Likud rule." Mr Rabin convinced the Israeli public that it was, after all, "time for a change".



Figures represent all votes counted, except those from the military

British tourists running scared of holiday Eden

Repeated TV showings of riot images have cost Los Angeles dear, writes William Cash

FOR the British tourist, the most dangerous aspect of a summer holiday in California used to be a dose of sunstroke after frying too long on the beach or by the pool. You came armed with credit card, sunglasses and sun-protection cream.

Not this summer. An international survey to ascertain the extent to which California's Eden-like image has been tarnished by the April riots which left more than 50 dead - has disclosed that British tourists are the most fearful of visiting Los Angeles, viewing the West Coast paradise as risky a destination as Baghdad or Chad.

With tourism in Los Angeles - which brings in \$7 billion (£3.4 billion) a year and the city's second largest employer - plummeting by 40 per cent, the Los Angeles Visitor and Convention Bureau sent executives to Rome, London, Paris, Frankfurt, Tokyo, Sydney and the Far East to quell tourist fears after images of Los Angeles as a blazing inferno were beamed around the world.

Gary Sherwin, director of publicity at the bureau, said that the only country to cancel bookings and to be staying away in droves was Britain. About 375,000 Britons visited Los Angeles last year.

"We were very surprised," Mr Sherwin said. "The British have a very good idea about California, and they appear to be the most frightened, mainly because of the sensational British tabloid coverage."

Much as some Americans have avoided Britain because of fears of IRA attacks, so British anxieties have been fuelled by repeated TV screenings - reportedly more than in any other country - of the beating of Rodney King and the footage of Reginald Denny being dragged from his truck by black youths and beaten.

The city is also having to contend with another video problem: a \$20,000 professional production made by a local union in a perverse attempt to keep tourists and lucrative convention business away from Los Angeles.

Entitled *City on the Edge* and mailed to convention planners and tour operators around the country, the video, commissioned by the Hotel and Restaurant Employee Union, contrasts images of sandy white beaches, boutiques and luxury hotels with commentary and news footage about the epidemic.

"After the riots, business really did slump," a spokesman said. "We had a lot of people asking us to do a sightseeing tour of burnout shops and buildings of south central Los Angeles. It was a good idea but a touch sick even for us."

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Council
capping
secrecy
attacked

By DAVID BROWN
FOR THE TIMES
CORRESPONDENT

MR HALL: Howard G. Johnson, a former cabinet minister, has called for an open government pledge after he was forced to disclose that his tax returns were being kept secret.

The environment minister said no decision had been made on what changes would be made to the environment bill. He said the government would be "very careful" about what changes it makes to the bill.

"It is unacceptable," he said, "for ministers to keep secret their executive powers, which must be open to public scrutiny."

Mr Hall said the government would be "very careful" about what changes it makes to the bill.

"It is unacceptable," he said, "for ministers to keep secret their executive powers, which must be open to public scrutiny."

Calls grow for de Klerk to curb military

FROM MICHAEL HAMLYN IN JOHANNESBURG

PRESIDENT de Klerk of South Africa, facing the worst setback of his two years in office, arrived home from his shortened visit to Spain yesterday and went directly to a cabinet meeting which lasted the rest of the day.

He described himself as deeply disappointed by the withdrawal of the African National Congress from the Convention for a Democratic South Africa negotiations, but gave little sign of yielding to any ANC demands. There is a widespread belief in South Africa that the demands made by the ANC as preconditions to the resumption of talks are modest and ought to have been conceded some time ago.

There have been many calls in the press, including papers supporting the government, for police and military officers

Ethiopia says war inevitable

FROM SAM KILEY
IN ADDIS ABABA

PRESIDENT Meles of Ethiopia told diplomats in Addis Ababa that civil war between his government and the tribally based Oromo Liberation Front is inevitable after Oromo guerrillas reportedly captured a town less than 100 miles east of the capital.

According to United Nations officials in Addis Ababa, Asbe Tefere has fallen to Oromo rebels. But aid officials said yesterday that any large-scale confrontation would be catastrophic for the 250,000 people already facing starvation in the south and east of the country. (Reuters)

The attacks on Asbe Tefere and on a number of small towns in Harerge province were the worst for three months. Lencho Lata, the deputy head of the Oromo front, announced late on Tuesday that his party was withdrawing from the transitional government which replaced the dictatorship of Mengistu Haile Mariam last year.

The Oromo front is estimated to have about 15,000 men at its disposal, with about half of them deserters from General Mengistu's Derg forces. The ruling Ethiopian front, a highly disciplined and well-equipped army of about 100,000, would have little trouble wiping out the Oromo rebels. But aid officials said yesterday that any large-scale confrontation would be catastrophic for the 250,000 people already facing starvation in the south and east of the country. (Reuters)

UN pleads for starving Somalis

BY OUR FOREIGN STAFF

RELIEF officials say that hundreds of starving, thirsty Somali refugees on a ship off the coast of Yemen could die unless Yemeni officials let them come ashore immediately. At least 140 have already died while 1,400 people on the vessel needed urgent help, the United Nations High Commissioner for Refugees said yesterday in Geneva.

The bodies of 34 children and seven others were washed up on Yemeni beaches, while about 100 other corpses were on the boat among the survivors, a UNHCR spokeswoman said.

"It's a human tragedy in all respects and requires an urgent rescue operation to stop the slow deaths," said Kamal Morjane, the director of the United Nations refugee agency for Southwest Asia, North Africa and the Middle East.

The Somalia-registered Gob Wein was hijacked by about 3,000 refugees seeking to escape Somalia's civil war and hunger. For three days the ship lay off Aden, 1,200 miles to the north, before the Somalis — starving and parched, in temperatures up to 122°F — forced the captain to run aground on Monday about 150 yards from shore, shipping sources said. Yemeni authorities had refused to allow the ship to dock.

Two other vessels carrying Somali refugees have



Making an exit: Nick Greiner, accompanied by his wife Kathryn, announcing his resignation as premier of New South Wales yesterday. Mr Greiner became a victim of his own government's anti-corruption unit (Robert Cockburn writes from Sydney). Once described as the cleanest man in Australian politics, he was last week

from a safe Liberal seat. Mr Moore also resigned yesterday as did Michael Yabaley, the development minister. The new premier is John Fahey, 47, formerly the industrial relations minister. A lawyer, his sincere manner is seen to be important to the Liberals at this time. He will continue Mr Greiner's privatisation policies.

'Dapper don' goes to top-security jail

John Gotti, the convicted Mafia boss, was flown to the most secure prison in the United States in Marion, Illinois, to begin his life sentence for murder and racketeering.

His sentencing at a Brooklyn courthouse on Tuesday led to violent demonstrations as hundreds of his supporters attacked riot police, turned over cars and smashed windows. Federal officials said they believe Gotti's son, John Jr., the favourite to succeed his father, was behind the riot in which eight policemen were injured and seven people arrested. Gotti's lawyers plan to appeal against his sentence.

Hadjieletheridis, said that it was a "fair price".

Crown Prince Alexander, the exiled pretender to the defunct Yugoslav throne, plans to return to Belgrade with the ultimate hope of being crowned king, according to a *New York Times* report.

Last night's concert in Rotterdam by the American rock group Guns 'n' Roses was cancelled after bass guitarist Duff McKagan, became ill and was told to rest for at least 48 hours.

The American General John Shalikashvili, 55, has succeeded General John Galvin as Nato's Supreme Allied Commander Europe.

After adverse press publicity, Crown Prince Frederik of Denmark, 23, has abandoned his controversial semi-controlled house in Cambridge, Massachusetts, and will move into a flat close to Harvard University, where he will study for a year.

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Bernard Levin

The incredible in pursuit of the inedible. Why do twitchers follow the Dark-eyed Junco?

You must agree, surely, that this is an amazing country, perhaps the most amazing the world has ever seen. At least, I cannot think of any other in which certain recent events could have taken place.

It began pictorially, and the picture was in itself sufficiently amazing to clinch my assertion. It was of an empty field. The picture ran right across an entire page of the *Telegraph*, and it showed a perfectly straight line of people, beginning in the immediate foreground and running off the other side into a kind of infinity, every one of them looking in the same direction. I took a powerful magnifying-glass to the picture, trying to count them, but it was impossible; they were certainly hundreds. And — if you have amazement, prepare to amaze them now — the entire line of spectators were looking in the same direction, at nothing at all.

True, they were hoping to see something before darkness fell, and they kept their vigil loyally to the end, though fruitlessly. And what was it that they hoped to see? The Second Coming? Buried treasure, to be sought when the whistle went? A duel to the death between John Smith and Bryan Gould, the loser to accept the whole blame for Labour's election defeat? No. They were awaiting the arrival of a Lesser Short-Toed Lark.

(Here, I pause to rebuke Mr Geoffrey Wheatcroft, who long ago announced that he was at work designing a typographical symbol which would mean "I am not making this up", but who has wholly failed to carry out his promise.)

The day before the gathering, this elusive bird had been spotted near Weymouth, and the word had immediately spread. The excitement was caused by the fact that the Lesser Short-Toed Lark has never been seen in this country, preferring less treacherous weather; hitherto it had ventured no closer than the south of Spain, though there had been a claim ("Mind you, I've said nothing") for Ireland.

But wait. The very next day, as recorded in *The Times*, a harmless couple, Mr and Mrs Sheddron, living in Hamilton, Scotland, were invaded by 250 people, who went clumping up the stairs and bursting into the bedrooms. The reason for the sack of the Hamiltons was that there had been a sighting of another rare bird, this one the Dark-eyed Junco. (Wheatcroft, for shame!)

I made the obvious remark: how delicious must these birds be, that so many gourmets would take so much trouble to get it onto their plates, particularly since the sighting referred to two single birds, not flocks, and with two vast throngs all salivating for the culinary experience of a lifetime, the odds against landing it must have been pretty well hopeless.

To my astonishment, I learned that they had no intention of cooking and eating them, with — it was my suggestion — a couple of rashers of streaky bacon on their breasts and a veal forcemeat inside.

PS. There have also been recent sightings of the Cisticola Eger, the Alpine Swift, the Red-rumped Swallow and the Pie-billed Grebe. If any experienced poultier is reading this, I would be very grateful for some recipes.

its friend the Dark-eyed Junco, with the hundreds of people who turned out in vain to see them, proves my claim.

I understand the collecting instinct, and also the sub-instinct inside it, which is the longing to acquire every item of the species. A long time ago, small boys clustered on railway station platforms, clutching booklets in which they solemnly recorded each sighting of a locomotive, indistinguishable from a hundred others, except for its number; it was the numbers they were recording. For all I know, there is a grown man somewhere in this country (it is amazing, you remember, who managed to collect every locomotive in the land, and from time to time takes down the completed booklet and turns the pages).

But after all, he has pages to turn. A glimpse of a bird which might or might not be a Lesser Short-Toed Lark or a Dark-eyed Junco is hardly the stuff of dreams by the fireside in old age. Yet hundreds of people are content to get the glimpse and nothing else; why, they are apparently content not to get the glimpse, and on this occasion didn't, yet went happily on their way.

Suppose that on the way home, one of them met a friend. "Where have you been?"

"Looking for a Lesser Short-Toed Lark and a Dark-eyed Junco."

"Did you find one?"

"No."

"If you had, what would you have done with them?"

"Nothing."

"Er — here's my bus, I must fly."

Well, is there, could there be, another country in which such shenanigans take place without the police arriving in the company of two doctors and a magistrate?

Frenchmen may cluster in a field, but only to shoot the birds and eat them. Italians may likewise cluster, but only to spread a picnic. The Spaniards themselves, mindful of their Lesser Short-Toed visitor, may do their share of clustering, but in the end they will be found under a tree mummuring "mamana".

Do you know what Heine said about us? He said "England is a country which the sea would have swallowed long ago, if the sea had not been afraid of getting indigestion." Is there anyone — the prime minister, Michael Heseltine, Paddy Ashdown, John Smith, Ted Heath — who, when alone, with the lights low and the curtains closed, really believes that Britain will stay in the EC?

Ask the 400 who sought the Lesser Short-Toed Lark all over Dorset, and the 250 who did likewise in Hamilton with the Dark-eyed Junco, and who, having failed to find either, went home not grumbling at fate but cheerfully intent on spotting their prey next time.

What do you think Shakespeare was referring to when he spoke of "This happy breed of men, this little world"? Obviously, it was the breed of those who were willing to stand all day in a ploughed field to welcome a Lesser Short-Toed Lark and a Dark-eyed Junco, and then shoot them away.

Moreover, we must not be bound by those figures — 400 or 250: if there had been time to round up all the devotees of these two elusive birds from all around the country, the field would have had to expand to the size of Yorkshire, and the Sheddons' semi would have been reduced to splinters. Well, are you still unconvinced that this is the most amazing country in the world?

PS. There have also been recent sightings of the Cisticola Eger, the Alpine Swift, the Red-rumped Swallow and the Pie-billed Grebe. If any experienced poultier is reading this, I would be very grateful for some recipes.

...and moreover

CRAIG BROWN

Joy is in the air and merriment is ablaze on street corners. To the unbounded delight of a grateful nation, a brand new cache of letters between Harold Nicolson and Vita Sackville-West has been discovered.

These extraordinary letters cover an undocumented period that for the past thirty years has confounded historians and critics alike. Until now, all correspondence between Harold ("Hadji") and Vita ("Mar") during the half-hour between 4.30 pm on Tuesday, April 17th 1936, and 5 pm the same day has been lost, leaving a gaping hole in their recorded lives.

In recent years, there had, of course, been speculation from radical groups of Nicolson/Sackville-West scholars, based mainly in Finland, that during what has come to be known as the "unknown half-hour", Harold and Vita simply did not correspond. Traditionalists were aghast at such an explanation, arguing that Hadji and Mar produced a minimum of five letters and three diary-entries every half-hour of their married lives. They further argued that there is an obvious lacuna between the last line of the letter Harold wrote at 4.28 ("I trust you would not consider it vulgar were I to tell you that no couple is less vulgar than the two of us, my own little poppy-poopsy-poo") and the first line of the letter Vita wrote at 5.02 ("utterly exhausting day. A morning spent smelling flowers followed by a tiring change of hat in the

early afternoon. How lucky the proletariat in their factories should feel! Instead of which it is all complaints, complaints, complaints! Yet they are spared the burden of having to change their hats every afternoon. Sometimes one wonders why one bothers to keep civilisation alive, one really does.")

But the stance of the traditionalists has been vindicated by this week's major literary discovery: more than 28 letters between Harold and Vita spanning those 29 minutes. These letters are to be published early next year in an eagerly-awaited volume of 780 pages edited by Nigel Nicolson. It emerges from the correspondence that for most of the "unknown half-hour" Harold and Vita were sitting on the lawn at Sissinghurst sipping afternoon tea.

"Dearest Darling Hadji," begins the first, "I agree wholeheartedly. I do not suppose that any other couple in the history of the world has been quite so lacking in vulgarity as us. Together, we transcend humanity.

The Bible, though perfectly interesting (if overlong), seems to be full of barefoot Jewish fishermen, as everyone who reads about it in our letters, diaries, biographies and memoirs will know too well. Any chance of a musical, do you suppose? Incidentally, how awful the Sunningdale sort of marriages are — totally without propriety or discretion or mutual passion, and always with half an eye on the beastly public."

An English child spends on average just 24 hours a week being taught in a lesson in a class, that is just over four hours a day during school attendance from 9.30 am to 3.30 pm. Yet until the 1960s children spent over 30 hours a week at lessons. John MacGregor was so alarmed about the trend to shorter hours that in 1990, as education secretary, he issued a circular stating that secondary schools must teach at least 24 hours a week. Scotland does better with nearly 27 hours: is this why Scottish children perform so well? In Japan the figure is over 30. A Japanese child will be taught for about 1,500 hours a year, an English child for 950 hours a year. These simple facts are highlighted in a recent research paper.*

In contrast, a child going to a city technology college (CTC) in England receives lessons and enrichment activities (computer studies, drama and a second foreign language, for example) for 31 hours a week. A CTC is entirely free to arrange its curriculum, its day and its holidays

as it wishes, and they have all taken advantage of this. They usually open for breakfast at 7.30 am or 8 am, which many parents find convenient as they drop their children off on their way to work. The school day is 8.30 am until 4.30 pm and in some cases later. Children have 25 hours in a class and a further six hours' enrichment. There is more time to teach the existing subjects in the curriculum and to add new ones.

When I was fashioning the National Curriculum in 1988, I was told that all the subjects could be covered, and extras such as classics, a second foreign language or more technology could be fitted in if there was one more lesson each day. However, at that time I could not act on this because it would have meant reopening the settlement that had just made with the teacher unions over their damaging strike. This

stipulated that teachers were not to work more than 1,265 hours a year. Teachers in CTCs work longer than that.

Those conditions should now be changed. Indeed, in an era of delegated budgets and grant-maintained schools, it is no longer necessary to impose national conditions setting out the number of hours that a teacher should work. Such arrangements should be made by the governing bodies in discussion with the teaching staff. In the 1988 Education Reform Act, I specifically gave governors the power to decide the starting and finishing times of the school day. So they are in a position to act.

The longer school day is popular with pupils, teachers and parents. Parents like the early start and find it helpful if their children can stay on in the school premises until they can get back from work. The

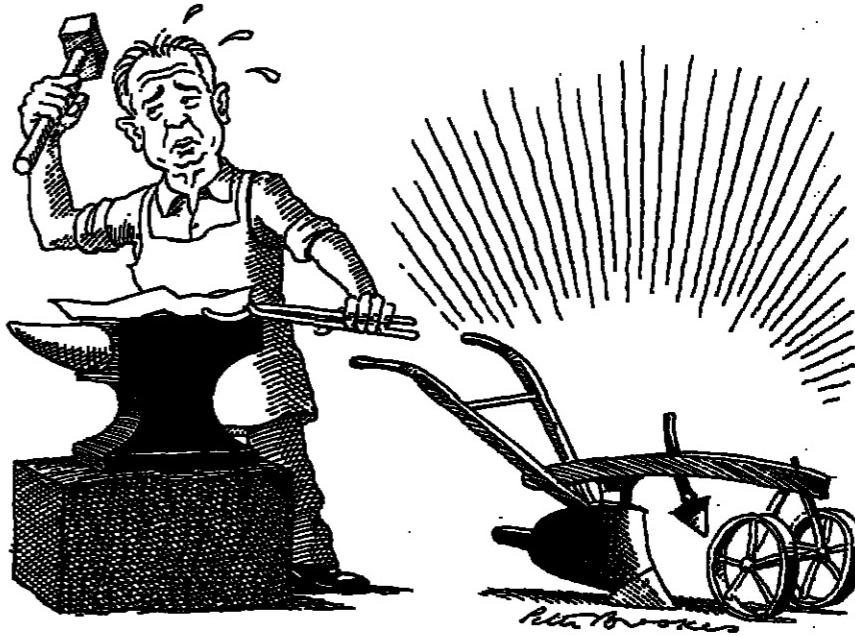
tages for a modular curriculum, and pupils like the more frequent, shorter holidays. The CTCs are open on average for 10 days more a year than ordinary schools. The only difficulty is fitting in with the holiday pattern of other state schools, but the six CTCs which have so far adopted the five-term year are finding ways of overcoming that.

These imaginative changes are already producing good educational results. I hope that every governing body will look at this report and appreciate the advantages of flexibility. I hope John Fenton's education white paper will not deal solely with school administration, grant-maintained schools and the future of local education authorities, but also with what happens in the classroom. I have no doubt that a longer school day produces better educated children.

*Julia Hagedorn's report, *A Longer School Day and Five-Term Year in the CTCs*, is published by the City Technology College Trust.

The peacemaker general

Can Israel's conquering hero negotiate a lasting peace, asks Richard Beeston in Jerusalem



task than the tormented search for peaceful co-existence.

Even the most pacific-minded visitor to Jerusalem cannot fail to be impressed by the lengthy roll call of invading armies, whose various claims to represent the true faith have led to 11 changes of the dominant religion in the past two thousand years, most of them after blood-thirsty sieges. Today in Mr Rabin's home town, the struggle between Christian, Jew and Muslim is still played out according to ancient rules on the cobbled streets of the Old City where Jewish settlers are engaged in an attempt to colonise religious quarters.

Although Jerusalem is Hebrew for City of Peace, the metropolis still reveres its battle heroes. The Arab general Saladin, who defeated the crusader knights 800 years ago, the warlike Maccabees rulers of the ancient Jewish kingdom, and

General Edmund Allenby, who beat the Turks in the first world war, enjoy a far greater popularity in today's Holy Land, where they are commemorated by street names and sporting teams, than the long list of failed peacemakers.

The United Nations peace mediator Count Folke Bernadotte was assassinated on the orders of Yitzhak Shamir, the defeated prime minister, who was then a leader of the pre-state Jewish underground.

On the Arab side both the moderate Arab ruler, King Abdullah of Jordan, and the region's last serious peacemaker, President Anwar Sadat of Egypt, were assassinated.

Despite these unhappy precedents, Mr Rabin has set himself an ambitious peacemaking programme for his four years in office. So the defence minister who introduced the deadly "iron fist" policy in southern Lebanon and Jordan.

During the course of these talks Mr Rabin will also have to keep a watchful eye on the possible long-term military threat posed by traditionally radical states such as Iran, Iraq and Libya, and their continuing efforts to acquire non-conventional weapons and the missiles to deliver them.

He will almost certainly have to contend with angry and often violent resistance from tens of thousands of heavily armed Jewish fanatics — who refuse to cede any of the biblical lands of the West Bank and Gaza, some of which were granted to them when Mr Rabin was last in office — and on the increasingly powerful Muslim fundamentalist movement in the Palestinian community.

In spite of these considerable obstacles, Mr Rabin's followers maintain an almost messianic belief that the region is ripe for peace, now that the cold war is over and in the aftermath of the Gulf conflict, and that he is the man to deliver Israel from its perennial state of siege.

Such optimism, however, fails to produce more than a cynical smile from the Palestinian activists in Gaza's refugee camps or the radical Jewish settlers of the West Bank. Their best advice to Rabin the peacemaker is not to forget his military skills.

One person who remembers the dress well is Peter Golds who introduced the couple to each other at Brixton Conservative Association. Golds, who was a witness at the wedding and signed the register, says: "I still have the photographs in my album at home." The date on which the couple met is now an occasion for double celebration in the Major household. It was April 9, 1970: 22 years to the day before John Major won the election.

Christie's yesterday issued a warning to all those who are sitting on 18th-century Chateau Lafite or other valuable vintages: think twice before pulling the cork. With doubts being cast on the value of a 1787 bottle said to have been ordered by Thomas Jefferson but now thought to have been topped up with water, collectors may be tempted to have their wine tested and re-locked, but Rosie Sharp of the auctioneers' wine department says: "We generally prefer bottles that have not been tampered with. Although collectors would rather they remained untouched."

Callaghan, on a tour with his wife Audrey and accompanied by former American president Gerald Ford and his wife Betty, was more than happy to perform the honours. "The timing was a coincidence," he says. "I knew about the project and wanted to see the geography of the battle site. They knew I was coming, but it was chance that work was due to begin the day we went there. I was happy to turn the first sod."

The appeal for the memorial was launched on the letters page of *The Times* by Sir Rodric Braithwaite, then British ambassador to Moscow, and David Gladstone, our charge d'affaires in Kiev. Within two months, readers had raised the necessary £15,000, and the town council of Sevastopol returned part of what was the largest British war cemetery, where 8,000 British servicemen lie buried, for the construction of the memorial, which will be completed in October.

Callaghan, who met Mikhail Gorbachev on his 10-day trip, was also shown a new museum of the Crimean war in Sevastopol. After the visit he had the dubious honour of tasting one of the exhibits: a glass of whisky dating from 1854. "I have tasted better," he says diplomatically.

Borrowed time

NORMA MAJOR'S wedding dress is coming out of mothballs at the weekend for the first time in 20 years. But she will not be modelling the white velvet outfit she wore in October 1972 at St Matthew's Church, Brixton. The dress is to be the main attraction at a festival of marriage at St Mary's, Houghton near Huntingdon. Mrs Major made the dress herself, at a time when she was working as a dressmaker. That night before she walked up the aisle, she was still sewing on beads. It has been kept in a duvet box in black tissue paper ever since.

Optional votes

AMONG those sadly not represented in the new Israeli parliament is the Natural Law Party, familiar to all British floating voters from the general election.

Her favourite haunt was the reptile house where she once had a python slung round her neck "like a fox fur". But it was riding on the dromedary's neck which was to prove the most useful experience. "It was very uncomfortable but stood me in good stead when I went camel-riding in Egypt a few years ago. The camel ran away with me but I managed to cling on. It was the most frightening experience of my life."



THE TIMES THURSDAY JUNE 25 1992



LANDSLIDE FOR PEACE

When Yitzhak Shamir defied the world with firm intransigence, Israeli officials always maintained that peace was the overwhelming priority for the Israeli people. The silent majority, they said, yearned to live in peace and security with their neighbours. Now that majority has spoken. It has swept out of office a government whose approach to the peace process was guiding, halting and often duplicitous. It has elected a landslide Labour party that promises an immediate halt to West Bank settlements, an autonomy plan for the occupied territories, better relations with the United States and territorial concessions. 'Euphoria' has gripped most of Israel. Rarely have the chances for regional peace seemed brighter than in this window of opportunity.

Israel's Labour party has been invigorated by its victory. It has been quick to announce plans to revive the dormant Middle East negotiations and reject any truck with right-wing splinter groups anxious for coalition.

Yitzhak Rabin, though he would welcome

support from those religious parties not identified with territorial fundamentalism,

has a freedom rate under Israel's proportional representation. He will not encumber himself with ideological opponents. The public has had enough of fudge and stalemate. When Mr Rabin was defence minister he proved his credentials as an unyielding opponent of the Palestinian intifada. Now he wants to talk peace.

The Arabs are ready to listen. Key

interlocutors in the Middle East conference have welcomed Likud's downfall — though they have reserved judgment on Mr Rabin.

Arab endorsement of an Israeli leader is still a political bridge too far. But Hanan Ashrawi, the moderate Palestinian spokeswoman, has voiced hopes that Labour will move swiftly to fulfil its promises, and a senior member of the PLO, for which Labour has as little love as Likud, has offered to meet Mr Rabin straightforwardly.

Frustrated by months of paralysis, the

Arabs are waiting for the first initiative from

the new government. Their response will surely be quick. More than anything else, the proposed freeze on West Bank settlements will change the negotiating atmosphere. Mr Rabin took a risk in alienating the *Eretz Israel* lobby, which can still play on Zionists' convictions. He calculated rightly that voters were angered at money being spent on these zealots at a time of high unemployment and house shortage. He knew that many Israelis were worried by the poor relations with Washington. Mr Rabin, a former ambassador to Washington, can expect a rapid improvement, notably the freezing of \$10 billion in loan guarantees to help pay for the absorption of Russian immigrants.

For President Bush to underwrite the loan and boost the economy the moment peace talks resume would give the lie to the ironclad that in taking a hard line against the Shamir government, Mr Bush was being anti-Semitic. Mr Rabin in turn would have freedom to make the territorial concessions he knows are necessary for peace.

After the goodwill gestures come two huge hurdles: the existing settlements and Palestinian elections. For years the settlements have grown in size and influence. Their forced evacuation is out of the question. No government can be seen rounding up Jews at gunpoint. Some exposed families in newer camps, shorn of government support, may find the going too tough and leave. Zealots in the centres of Arab towns such as Hebron will resist attempts to move them. Similarly, free elections in the occupied territories could boost Hamas, the Islamic fundamentalists who reject the Palestinian leadership's moderate negotiating line. Such groups on both sides could yet undermine the talks.

Mr Rabin must exploit his extraordinary triumph fast. But Washington cannot sit back until after its own election is over. More than ever, its chiding and encouragement are needed to hold all sides to their commitments. Time is always the enemy of peace in the Middle East.

BONFIRE OF THE DECENCIES

In Tom Wolfe's *The Bonfire of the Vanities*, the central character, Sherman McCoy, is arrested at home early one morning and arrives at the court in the Bronx in handcuffs. At the main entrance a scrum of cameras and reporters lies in ambush, clearly tipped off in advance. McCoy's lawyer protests at this "outrageous circus arrest". The detective escorting them explains: "You're getting a break as it is. You know what they were talking about, don't you? They wanted to bring the press to his apartment and cuff him there." By "they" he means the powers-that-be.

Though not identical, the facts of the arrests of Kevin and Ian Maxwell last Thursday are close to this fictional arrest for English comfort. Neither brother was handcuffed. But nor did they have McCoy's advantage of the arrest being a time and place agreed in advance, with lawyers present. In each case the arrests were early in the morning. But photographers and television cameramen were at the Maxwell brothers' homes as well as outside the court.

In the novel, the police and the Bronx district attorney had a political interest in inciting newspapers and television to give the McCoy arrest maximum coverage. American rules on pre-trial publicity are less strict than in Britain. Yet the Maxwell case has stimulated a vigorous correspondence in this newspaper, most of it critical of the Serious Fraud Office. The Maxwells had stated their readiness to go to the police station at any reasonable hour by appointment. The early morning drama outside the brothers' homes last Thursday did not serve the functions of justice. It served only to embarrass and humiliate them and their families in public, and to boost the can-do image of the SFO.

The SFO's director, George Staples, declared in *The Times* on Monday that his policy and that of the City of London police was to keep arrests confidential until after they had been carried out. He was satisfied nobody had been tipped off in the Maxwell cases. Others have not been convinced by Mr Staples' assurances. They point out that the gathering of the press outside the Maxwell homes was larger than, and earlier than, the usual daily dose of press attention.

There was a leak, in this and other cases. Mr Staples is being naive not to realise it. Yesterday Lord Spens, a recent defendant in a well-publicised case, told how he had been tipped off by a journalist before his arrest in 1988. The giving of tips-off and background information to the press on such occasions was, he suggested, almost routine.

The laws against prejudicial publicity before a criminal trial in Britain are rigorous and appear to have been observed during the Maxwell arrests. Publicity given to an arrest does not in itself unbalance the scales of justice. Pre-arrest publicity would clearly do so but only if news of an impending arrest might lead to defendants absconding, interfering with witnesses or tampering with evidence. There appears to have been no danger of this here.

What is more worrying, for instance because it might be of use to a defendant in pleading prejudice and thus escaping justice, is the public impact of this ritual of dawn-arrest-with-cameras. It seems to imply that, irrespective of the processes of the law, the Maxwell brothers in real life — as Sherman McCoy in fiction — deserve to be humiliated. That cannot be squared with the rule in common law that whether a jury is likely to be influenced or not, every defendant is innocent until proved guilty — and must be treated that way.

FUDGE IN THE AIR

This week's Luxembourg agreement on liberalisation of air travel within Europe gave transport secretary John MacGregor a heady moment and the praise of the prime minister. It could turn out to be a Pyrrhic victory. The new transport secretary had apparently pulled off the impossible by persuading other European nations, long accustomed to protect their state-owned airlines, to face up to real competition from Britain's highly efficient, privately owned airline industry.

Within months, it is claimed, fares will tumble, choice will increase and services will improve. At last, after years of false dawns and cruelly raised hopes, Europe's skies will be free from the bureaucracy that had shot down attempts to give air passengers what they want. On the face of it, airlines will now be able to fly where they want, when they want, and to charge what they want.

As the final documents are distributed and scrutinised, it is apparent that the French-backed by practised Germans, Spanish, Italians and Greeks — have slipped into the accord a whole string of "safeguards". These give liberally funded governments the power to block any attempts by foreigners, alias Britain and Holland, to compete with their own airlines. The agreement provides that each government will have the right to object to a fare which it considers "predatory". Add to that the right of any country to bar new airlines on the foggy grounds that they may cause environmental damage, that a new carrier could overwhelm the capacity of a particular airport, or that allowing a new airline on a route may harm existing surface links, and suddenly the triumph begins to look less than total.

The agreement also ignores the fact that Europe's skies and airports are already full.

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But the problem is not that the law

enables magistrates to grant bail against police objections: we would be a police state if they could not.

The trouble is that there is no appeal to a higher court if their decision is mistaken — as it must be sometimes. As the law stands the defence has three ways of challenging a bail refusal, the prosecution none.

It has led, understandably, to fierce criticism of the bench who freed him, and calls for new limits on the magistrates' powers to bail. You even report an MP as saying that magistrates should no longer be able to bail suspects where the police object.

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COURT CIRCULAR

PALACE OF HOLYROODHOUSE
June 24: The Queen, Colonel-in-Chief, accompanied by The Duke of Edinburgh, today reviewed the Scots Guards to mark the 350th Anniversary of the Regiment, commanded on parade by Brigadier M.I.E. Scott (Regimental Lieutenant Colonel) at Holyrood Park.

Her Majesty was received by The Duke of Kent (Colonel, Scots Guards) and Her Majesty's Lord-Lieutenant for the City of Edinburgh (Mr Norman Irons, the Rt Hon the Lord Provost).

The Countess of Airlie, the Earl of Airlie, KT, the Rt Hon Robert Fellowes and Lieutenant Colonel Blair Stewart-Wilson were in attendance.

The Queen and The Duke of Edinburgh gave a dinner party at the Palace of Holyroodhouse.

The following had the honour of being invited: The Secretary of State for Scotland and Mrs Lang; Captain Mr Rodick Sirling of Fairford; the Lord Lieutenant and Lady Mackay of Ardross; Air Vice-Marshal and Mrs Allan Blackley; Mr and Mrs James Hamm; Mr and Mrs Colin Sampson; Mr and Mrs John Deans; Mr and Mrs George Borthwick; Mr and Mrs Richard Gregory; Professor and Mrs John Hillman; Professor and Mrs Maxwell Irvine; Mrs John McFadden; Sheriff Principal and Mrs Gordon Nicholson; Mr and Mrs John Ross.

The Duke of Edinburgh attended a Luncheon held by the Scots Guards following their 350th Anniversary Parade at the Palace of Holyroodhouse.

His Royal Highness this afternoon visited the Museum of Scotland, Chambers Street, to preview the forthcoming exhibition "World in our Hands".

Lieutenant Commander Malcolm Sillars, RN, and Wing Commander Christopher Moran, RAF, were in attendance.

BUCKINGHAM PALACE
June 24: The Prince of Wales today visited Stirling and was received by Her Majesty's Lord-Lieutenant for Roxburgh, Ettrick and Lauderdale (the Duke of Buccleuch and Queensberry, KT).

The Princess Royal, Patron, the Animal Diseases Research and Grass Diseases Fund, this afternoon visited the Moreton Research Institute, 408 Gloucester Road, and was received by Mr J. Haste (Deputy Lieutenant of Edgehill).

Mrs David Bowes Lyon was in attendance.

Her Royal Highness, Colonel-in-Chief, the Royal Scots (the Royal Regiment), and Patron, the Royal Scots Club and the Flying Scots Club, then visited the Club at 30 Abercromby Place, Edinburgh.

Mr Charles Ritchie was in attendance.

CLARENCE HOUSE
June 24: Queen Elizabeth The Queen Mother this afternoon opened St Mary's Close, Barnard Castle, restored by the Teesdale Buildings Preservation Trust.

Dame Frances Campbell-Preston and Sir Alastair Aird were in attendance.

KENSINGTON PALACE
June 24: The Prince of Wales this morning visited Stirling and was received by Her Majesty's Lord-Lieutenant for Stirling and Fife (Lieutenant Colonel James Stirling of Glamis).

Richard Buckley, RN, was in attendance.

The Duchess of Kent this afternoon attended the Lawn Tennis Championships at Wimbledon.

Her Royal Highness Patron of Cancer Relief Macmillan Fund, this evening attended a Fashion Show at the Inter-Continental Hotel, Park Lane, London W1.

Mrs Peter Troughton was in attendance.

YORK HOUSE ST JAMES'S PALACE
June 24: The Duke of Kent, Grand Master of the United Grand Lodge of England, this afternoon attended a Service of Thanksgiving at St Paul's Cathedral, London EC2.

Lieutenant Commander Sir Richard Buckley, RN, was in attendance.

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Mrs Peter Troughton was in attendance.

Today's royal engagements

The Queen will give a reception at the Palace of Holyroodhouse at noon for delegates to the Commonwealth Press Union conference.

The Duke of Edinburgh, patron and trustee, will attend receptions at the Palace of Holyroodhouse at 11.30 and at 3.00 for young people who have reached the gold standard in the Duke of Edinburgh's Award.

Queen Elizabeth The Queen Mother will visit the Bowes Museum, Barnard Castle, at 4.45 to mark its centenary.

The Prince Royal will open the new childcare facility in Falkirk, Stirlingshire, at 10.15; will visit Stratharrow Hospice, Randolph Hill, Denny, at 11.00; will open

Royal Society
The following have been elected foreign members: Paul Berg and Luis Cavalli-Sforza of Stanford University, USA; Masao Ito of the Rikagaku Kenkyusho Institute for Physical and Chemical Research, Japan.

Salters' Company

The following have been elected officers of the Salters' Company for the ensuing year: Master, the Ven F.W. Weston, Upper Warden, Lord Porter of Luddenham; OM; Second Warden, Mr J.R.S. Horan.

BIRTHS

BARLAS - On June 18th, to Rosemary and Alan Barlas, a son, Louis John Douglas.

BINNS - On June 15th, at BMH Rintels, to Jennifer and Christopher, a daughter, Matilda Alice.

BRIGGS - On June 20th, to Rosemary and Marden, and Sarah and Michael, a son, Louis.

BROWTHAM - On June 19th, to James and Jennifer, a son, Bertie, a brother for Georgia and Freya.

BURTON - On June 22nd, to Sarah (née Roberts) and Martin, a son, Charles James Bartholomew.

CARBONI - On June 21st, to Michael and Rosemarie, and Tim, a son and 'future' England goalkeeper, Joel Oliver Bassi.

DALKETH - On June 23rd, to the Lunde Wing, St Mary's Paddington, to Elizabeth and Richard, a daughter.

DEAN - On June 21st, to Barbara and James, a son, Anthony George Makowski; a brother for Anna and Olena.

HORNBY - On June 17th, to Anne (née Raci) and John, a son, Julian Patrick.

LEWIS - On June 24th, to Sue (née Morton) and John, a son, Alfred, a brother for Daisy, Lily and Barney.

MONK - On May 9th, to Maria (née Harvey) and John, Graham and others. Other: William Harvey, a brother for William.

SANDYS - On June 24th, to The Portland Hospital, to Camilla and Miles, a son.

SHARP - On June 21st, 1992, at the Coombe Clinic, Queensland, Australia, to Caroline (née Babonneau) and Geoffrey, a daughter, Harriet Emma Clare, a sister for Jamie.

DEATHS

ASHER - On June 19th, Susan (née Elliott), suddenly but peacefully. Mother of John (née Oldland), a son, Bertie, a brother for Georgia and Freya.

BURTON - On June 22nd, to Sarah (née Roberts) and Martin, a son, Charles James Bartholomew.

BRIGHT - On June 23rd, peacefully, Margaret Davy (née Tock), formerly Mrs. Bright, mother of John (née Sherriff), a son, Christopher, and colleague.

GRUNDY - On June 20th, peacefully at home, Manmohan Hindoo, Ursula, late of Hampshire, dearly loved wife of Richard Hindoo, Service at Guildford Crematorium at 2 pm on Tuesday June 30th. No letters or flowers please.

HATTON - On June 22nd, peacefully at home, Andrew Hattton, a son, Christopher, and colleague.

PATON - On Tuesday June 22nd, peacefully at home, Weston Turville, Gloucestershire, to Stephen Agius, a son, Christopher, and wife, Barbara, a daughter, Barbara, and a brother, Christopher.

HOLMES - On June 22nd, peacefully at St Augustine's Convent, Addlestone, Renée Juliette Jeanne, in her 96th year. Much loved member of the Holmes Family. Funeral Service to take place at St Augustine's Convent at 11.30 am on Tuesday June 30th followed by private cremation. Family flowers please.

RIDLEY - On June 22nd, at home, John Marcus, beloved father of Gillian and Steven, and grandfather of Daniel, a son, and Sophie, a daughter. Beloved by all his family. Funeral Saturday June 27th 11 am, St Ninian's, Glenridding.

SANDTHAM - On June 10th, The Portland Hospital, to Camilla and Miles, a son.

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YOUNG - On June 24th, to John (née Thompson) and Michael, a son, and wife, a daughter, a brother for William.

ZACHARIAH - On June 24th, to John (née Thompson) and Michael, a son, and wife, a daughter, a brother for William.

ANSWERS - On June 24th, to John (née Thompson) and Michael, a son, and wife, a daughter, a brother for William.

DEATHS

SLADEN - On June 24th, to Sarah (née Hayton) and Angus, a daughter, Olivia.

STEVENS - On June 22nd, at Guy's Hospital, to Simon and Swallow, and Tom, a son.

WARNER - On June 23rd, to Sophie (née Davis) and Robert, a daughter, Rosalie, a sister for Henry and Gervase.

WELCH - On June 23rd, to Perry and Rupert, a son, Hastings.

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RIDLEY - On June 22nd, at home, John Marcus, beloved father of Gillian and Steven, and grandfather of Daniel, a son, and Sophie, a daughter. Beloved by all his family. Funeral Saturday June 27th 11 am, St Ninian's, Glenridding.

SANDTHAM - On June 10th, The Portland Hospital, to Camilla and Miles, a son.

SHARP - On June 21st, 1992, at the Coombe Clinic, Queensland, Australia, to Caroline (née Babonneau) and Geoffrey, a daughter, Harriet Emma Clare, a sister for Jamie.

TOLSON - On June 24th, to John (née Thompson) and Michael, a son, and wife, a daughter, a brother for William.

WHITE - On June 24th, to John (née Thompson) and Michael, a son, and wife, a daughter, a brother for William.

ANSWERS - On June 24th, to John (née Thompson) and Michael, a son, and wife, a daughter, a brother for William.

DEATHS

SLADEN - On June 24th, to Sarah (née Hayton) and Angus, a daughter, Olivia.

STEVENS - On June 22nd, at Guy's Hospital, to Simon and Swallow, and Tom, a son.

WARNER - On June 23rd, to Sophie (née Davis) and Robert, a daughter, Rosalie, a sister for Henry and Gervase.

WELCH - On June 23rd, peacefully at home, Weston Turville, Gloucestershire, to Stephen Agius, a son, Christopher, and colleague.

Forthcoming
marriages

THE TIMES THURSDAY JUNE 25 1992

OBITUARIES

JOHN SPENCER CHURCHILL

John Spencer Churchill, painter, sculptor, author and exuberant exhibitionist, died on June 23 aged 83. He was born on May 31, 1909.

THE Winstonian bow-tie and king-sized cigar were ever-present and the bald, bulldog brow and powerful shoulders increasingly resembled the silhouette of his famous uncle. John Spencer Churchill was not one to distance himself from this likeness. Few artists can have received more attention in the press, particularly in the gossip columns, than he did during the 1950s and 1960s, mostly on the strength of his familial connection. But Spencer Churchill had a more genuine talent for painting, especially mural decoration, than the nature of the allusions to him might have suggested and he certainly shared the Churchillian train of enterprise and unconventionality. Married four times, he was a painter of and for celebrities, a man about town with an eye for a lovely lady; a talented musician, a gymnast of redoubtability in his youth and, for most of his life, a prodigious drinker who, in his autobiography listed his daily intake as follows: 11am: Port, beer or stout; 12noon: Pink gin, claret. Post-lunch: Kummel or brandy, Tea, whisky and soda. Cocktail hour: gin and something. Pre-dinner: claret followed by port and brandy. 10pm until 3am: whisky and soda. He claimed this intake was on medical advice, "to keep the arteries open."

His gymnastic ability was attested to by his contemporary, the Earl of Birkenhead, who said that as an Oxford undergraduate Spencer Churchill had won a bet from him by diving over the heads of 21 friends kneeling in a row in Peckham Quad. He once hired the Albert Hall for an hour in order to play *The Mastersingers* overture on the gigantic organ and in *Crowded Canvas*, his autobiography published in 1961, he shocked his friends with the frankness — at least for that time — with which he wrote about the intimate details of his family life.

John George Spencer Churchill was the elder son of Major John Churchill, grandson of Lord Randolph Churchill and nephew of Sir Winston. Like his famous uncle he was educated at Harrow School but went on to Pembroke College, Oxford, and there studied a series of



John Spencer Churchill with a statuette of his uncle, Sir Winston, in pensive wartime stance

art colleges including the Royal College of Art, the Central School of Art, the Westminster School of Art and Ruskin School of Art. He also received private tutelage from Meninsky, Hubbard, Nicholson and Lutyens. He started his adult life on the Stock Exchange, but stayed there only eight months finding it "too awful for words". So at the age of 20 he gave up the city to devote himself to painting.

His first commission was a mural decoration for Lady Islington and this was followed by one to decorate the Renaissance palace in India of the Maharajah of Cooch Behar with a series of ten-foot-high wall paintings of Italian scenes for which he made preliminary studies in Italy.

Churchill's decorations were often, and conveniently, spoken of as "frescos" but they were not frescoes in the strict sense of the word because, although painted directly on to walls, they were executed in an oil and wax medium and not with time wash on the wet plaster. His most talked about early work was a

large mural decoration which he painted in the dining room of the flat of Henry Channon, an American living in London. The general subject was a Florentine garden party of the Renaissance, including portraits of 80 of Churchill's friends, among them Prince and Princess Paul of Yugoslavia, Lady Cunard, Lady Diana Cooper and Lord Kirkhead, in sixteenth century costume but with modern hair-dressing and make-up. In general treatment it recalled Rex Whistler's *Pursuit of Rare Meats* in the refreshment room of the Tate Gallery and, in spite of some immaturity in the figure drawing and painting, it showed real imagination and a remarkable power of reconciling portraiture with decorative effect.

Other decorative schemes carried out were a series of wall paintings illustrating the life and adventure of St George in the hall of Aubrey Herbert's villa at Portofino; paintings of Marlborough's battles on the walls of the summer-house in Sir Winston's garden at Chartwell.

In 1936 Spencer Churchill, who had married two years earlier, went to Spain where he had a villa at Torremolinos, which at that time was a popular resort of foreign artists and writers and a centre of the Spanish Anarchist Party. Here he became caught up in the Spanish Civil War and with his wife and infant daughter had to be evacuated in a British warship.

In 1939 he opened a shop in front of his studio in Ebury Street, Chelsea, with a permanent exhibition of his works and a monkey eating an orange painted on the window. One

wall of the shop was covered with a mural decoration of a scene in Andalusia. To his friends Churchill sent out a circular with a scale of charges, ranging from £10 for a small portrait to £200 for a large mural decoration. On the outbreak of the second world war he was appointed to the corps of camouflage artists, with the rank of captain, and went to France. He was the only artist present to produce sketches of the Dunkirk evacuation.

After the war his artistic work ranged from painted murals on the yacht of President Trumbo of Liberia to capturing the likeness of Sir Bernard and Lady Docker and Miss Israel in the Miss World competition. It was a bohemian existence. He lived in Adam and Eve Mews, Kensington, where in 1955 he and his second wife were arrested for being drunk and disorderly. During the extensively reported trial the prosecution said that after the couple were arrested Spencer Churchill howled like a dog and his wife mewed like a cat. Not so, said Spencer Churchill. He had simply been singing Florestan's aria from Act II of *Fidelio*, having found himself in solitary confinement in a cell, in circumstances similar to those of the opera character. They were each fined five shillings and ordered to pay ten guineas costs.

In 1957 Spencer Churchill painted a mural of the view of London from the South Bank in Simpson's, the Piccadilly store. From 1963 he lived mostly in the south of France and in addition to his paintings also occasionally lectured. Engaged to speak in America his planned subject was "English Mural Painters".

But this proposal was not received favourably by his American agent who replied: "Mr Churchill, your name is Churchill. We want to hear about Churchill's. The more the better. Also especially if they are Sir Winston Churchill". So the Churchill's were what he lectured about.

Spencer Churchill was well regarded by his friends and associates.

He had penetrating blue eyes, a deep chuckle and will be remembered as a warm personality who made the best of life. He was married first in 1934 to Angela Clunie Seymour, by whom he had a daughter, secondly in 1941 to Mary Cookson, thirdly in 1953 to Kathryn Tandy who died in 1957, and fourthly in 1958 to Lulan Boston from whom he was divorced in 1972.

JOHN FORREST

John Forrest, a pioneer of preventive dentistry, died on June 20 aged 74. He was born in London on May 4, 1918.

JOHN Forrest was one of the first members of his profession to understand and preach a philosophy of the prevention of dental disease at a time when older academics still stuck to the old "drill and fill" school.

In 1968 he won the Gibbs Prize Scholarship with his project to examine the dental health of the Olympic athletes in Mexico City: his survey drew attention to the often surprisingly unfit condition of the athletes' mouths.

He knew that good dental health is a prerequisite of good general health. He also felt strongly that clinical dexterity must go hand in hand with communication skills and was a fluent speaker and writer.

His writings included a number of scientific papers and books which became standard texts including a handbook on *Preventive Dentistry, a Guide to Successful Dental Practice* and a *Handbook for Dental Hygienists*. In addition he was a great dyslexist with books like the *Good Teeth Guide* which explained the skills and possibilities of his profession to a lay audience and exposed myths and old wives' tales about dentistry.

Educated at the Central Foundation School in the City of London, Forrest had wanted to be a writer but took everyone's advice to opt for a "safe" job and was accepted to study dentistry at Guy's Hospital where he qualified in 1940. By then the dental school had been evacuated to Tunbridge Wells but on qualifying he returned to the hospital where he was house surgeon until he joined the RAF Dental Branch in 1941. During his four years' service he gained valuable practical experience and was fortunate enough to find himself in the company of many of the pre-war Harley Street elite of his profession.

After leaving the RAF he started an NHS practice in a deprived area of London but he was too much of an idealist to tolerate, for long, the newly introduced system with its essentially treadmill approach to treatment. Although he kept that practice operating for several years he set up his own private practice in Upper Wimpole Street. In an interview in the *British Dental Journal* a few years ago he recalled those early days: "I got the local chemist

to make up a solution of two per cent sodium fluoride, bought a lot of wood points and set about practising what I preached. It was a great satisfaction to see the results and to collect a body of patients who were happy to pay for prevention."

It was some years before his alma mater recognised his unique skills and invited him back to start a training school for dental hygienists, which he did with outstanding success. He served Guy's Hospital from 1961 to 1968 and was an honorary lecturer from 1969 to 1971.

In later years he practised in Cavendish Square, London, where he was one of the first of his profession to operate from really well-equipped and "patient-friendly" practice and where all the old and awful jokes about dentists and dentistry no longer applied. The only old and awful jokes were those perpetrated by John Forrest on his patients and colleagues: his wit and sense of humour were famous.

Forrest was an officer of a number of professional dental organisations both in this country and overseas, serving as president of the British Society of Periodontology, the



British Endodontic Society and the European Dental Society. He also served as president of the Metropolitan branch of the British Dental Association. But like many other pioneers he was a proper more honoured abroad than at home and in 1991 his international stature was recognised by honorary membership of the American Dental Association. At the time of his death he was president of the International College of Dentists.

Although he retired from practice some years ago he continued his active interest in the progress of dentistry and travelled and lectured worldwide. John Forrest leaves a widow, Irene, and two sons.

Clarence "Big" Miller

CLARENCE "Big" Miller, a jazz and blues singer who performed with bands such as Count Basie and Duke Ellington, has died of a heart

attack in Edmonton, Alberta. Miller, who was born in Sioux City, Iowa, in 1922, had lived in Edmonton for about 30 years. He received a Juno award, the Canadian equivalent of a US Grammy award, in 1979 for the best jazz recording of the year.

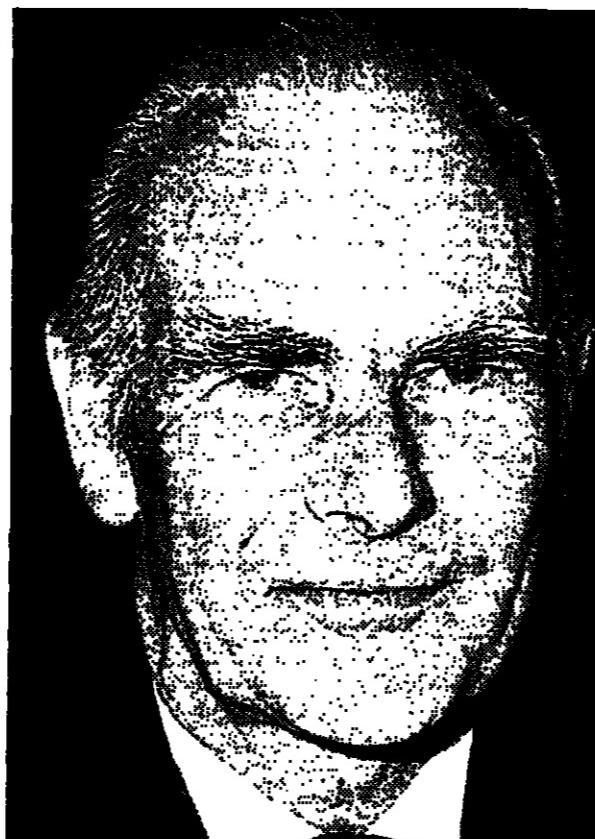
June 25 ON THIS DAY 1894

In addition to 286 men, 120 horses were killed in this disaster.

TERRIBLE COLLIERY DISASTER AND GREAT LOSS OF LIFE

The force of the blast was so great that the top of the pit was completely blown to pieces, and large balks of timber were hurled about in every direction. One of the huge beams fixed across the shaft, measuring 20ft. by 15in. square, was blown upwards, but fortunately the stoppage of the fan was only momentary. The down-cast shaft was damaged as well as the up-cast. In a short time the colliery yard was filled by thousands of people. A safe of intense excitement. The necessary preparations were hastily made for descending the pit, and scores of volunteers willingly came forward to take part in the work of rescue. The manager of the colliery (Mr. P. Jones) in company with the pitman and a few others went down the shaft first. They found the bottom very much damaged, and several empty trams were lying about. They also saw a couple of dead horses. Later explorers discovered eight men alive and 13 dead within a hundred yards of the bottom of the shaft. Meanwhile medical aid had been summoned, and Dr. Lyde Dr. Leckie, and others were soon on the spot and descended the shaft. The wounded having been attended to at the bottom of the shaft were afterwards brought to the surface and placed in a hay-loft which had been arranged as an infirmary. Amid scenes of the most heartbreaking description the eight men who had been found alive were brought to bank, but from that moment the exploring party could perceive no sign of life below. Some of the explorers heard men calling beyond the falls, but after damp and the state of the pit prevented further progress and the rescue parties were recalled while clearing was carried on. The distances to which fragments of the dead were blown show that the force of the explosion must have been terrific, but it is uncertain as yet whether it was due to gas mixed with coal-dust or to coal-dust alone. As time went on nine more injured men were discovered.

SIR REGINALD VERDON-SMITH



Sir Reginald Verdon-Smith, who died on June 21 aged 79, was chairman of the Bristol Aeroplane Company and of the British Aircraft Corporation (BAC), among the many influential positions he held in British industrial, commercial, public and academic life. He was Pro-Chancellor of Bristol University, 1965-86. He was born in Bristol on November 5, 1912.

REGINALD Verdon-Smith spent many years in the centre of the maelstrom which surrounded the British aircraft industry during the war, through the early days of readjustments to peacetime conditions and through the mergers which brought about the British Aircraft Corporation and led to the foundation of British Aerospace on January 1, 1978. With his passing there departs from the aviation scene, as from academic life and the world of business generally, one of its most enterprising and wide-ranging personalities of high integrity. In particular, he was the last patrician example of the generation of founding fathers who launched the British aircraft industry in 1910. He was in a direct line of descent from the far-sighted Sir George White, pioneer of electric tramways in Britain and the manufacturer of aircraft at Bristol.

William Reginald Verdon-Smith was the son of Sir William Verdon-Smith, whose mother was a sister of the first Sir George White. Reginald Verdon-Smith (the name Verdon came from that of their family doctor) was educated at Repton School from where he won a scholarship to Brasenose College, Oxford. There as a Vinerian

law scholar in 1936 he gained a first in jurisprudence. He also acquired an abiding delight in the academic scene which, with close-knit Oxford friendships, remained with him for the rest of his life.

After brief experience as a barrister at the Inner Temple (he was called to the Bar in 1938) he returned gratefully to the relaxed, but purposeful, atmosphere of the west country at Bristol. He joined the 28-year-old family business — the Bristol Aeroplane Company — in what was, still, the peace-time rosy glow of the RAF expansion scheme. In this atmosphere the priorities were firmly set on aircraft development and production rather than on economy. In 1947 he was appointed assistant managing director and in 1955 he succeeded his father as chairman.

By that time what had been the long and profitable military production of Blenheim and Beaufighter, and the favourable contracts from the Ministry of Supply for the Bristol Brabazon airliner and its associated assembly hall and runway at Filton, had come an end. The new, 43-year-old chairman was thus faced with the difficult task of converting a company which was still a family one into a much leaner commercial enterprise.

Although the Bristol Aeroplane Company had gone in 1935 with capital of £1.5 million, the transformation of Bristol aero engine production to cope with the new generation of gas turbine power-plants was problematical. There were severe icing problems with the early Proteus turboprop which led to delays in bringing the Proteus-powered Britannia into airline service. This imposed

serious financial strains upon the company. In consequence Verdon-Smith was in no position to resist — as he undoubtedly wished — political pressures brought in 1959 to merge Bristol Aero Engines with Armstrong-Siddeley Motors and, in 1966, to follow this with a takeover from its former rival, Rolls-Royce, of which he became vice-chairman.

Meanwhile the new British Aircraft Corporation (BAC) had been formed on July 1, 1960, as a holding company for the aircraft and guided weapons interests of the Bris-

tol Aeroplane Company, the English Electric Company, Hunting Aircraft and Vickers Limited. Marshal of the Royal Air Force Viscount Portal of Hungerford, the RAF's wartime chief of staff, was chosen as its chairman and Verdon-Smith became one of three deputy chairmen.

During this time he was also chairman of Bristol Siddeley Engines (BSE) and in connection with the company's engine repair and overhaul operations he came suddenly before the public eye in 1968. In what became known as the "double-charg-

ing" affair, BSE was ordered by the government in 1967 to repay nearly £4 million excess profits for the overhaul of aero engines. Verdon-Smith and Mr. Brian Davidson, BSE's business director, were summoned before the all-powerful House of Commons Public Accounts Committee to explain this overcharging. Although the committee exonerated Verdon-Smith of any intention of misleading it over quotations for government contracts in previous years it felt that the company's response had been ambiguous. Verdon-Smith and Davidson were dismissed from the public positions they held at that time. In Verdon-Smith's case this meant his membership of the standing advisory committee on the pay of senior civil servants, of the review body on the remuneration of doctors and dentists, and of the advisory council of the Overseas Service Resettlement Bureau. A principled man, Verdon-Smith found this extremely hurtful and he also resigned from the board of BSE.

The industry at large, too, that he had been harshly dealt with by the then minister of technology, Mr. Benn. Fourteen leaders of industry, including the president and director of the CBI wrote to *The Times* to deplore the aspersions cast on Verdon-Smith's integrity. Certainly the affair did his career no harm. When the question of the succession at BAC came up in 1969, with the strong support of Sir George Edwards, BAC's managing director, Verdon-Smith succeeded Lord Portal as chairman.

Those were difficult days for the aircraft industry while major aircraft projects, such

as Concorde and the Tornado, were being designed, developed and built as multinational projects. In all of this Verdon-Smith provided a wise, sensitive and unflappable presence in close accord with Sir George Edwards. When he eventually retired in 1972 he was succeeded by Sir George.

For one who was so much in the public eye, Verdon-Smith vigorously eschewed personal publicity, even to the extent that in a definitive book about the 200 types of Bristol aircraft since 1910, his name was not even mentioned. By contrast he enjoyed the company of family and long-time friends and the confidence of all his contacts with the City of London.

His life went far beyond the bounds of the aircraft industry.

He was an eminent Brizo-

Anniversaries

BIRTHS: John Horne Tooke, politician and philologist, London, 1736; Antonio Gaudi, architect, Reus, Spain, 1852; Robert Erskine Childers, Irish nationalist and author, *The Riddle of the Sands*, London, 1897; Louis Mountbatten, 1st Earl Mountbatten of Burma, viceroy of India 1947, Windsor, 1900; George Orwell, pseudonym of Eric Blair, writer, Mothair, India, 1903.

DEATHS: John Marston, dramatist, London, 1644; William Smellie, naturalist, Edinburgh, 1795; Thomas Sandby, architect, Windsor, 1798; E.T.A. Hoffmann, author and composer, Berlin, 1822; Sir Lawrence Alma-Tadema, painter, Wiesbaden, 1912; Tony Hancock, comedian.

City promises a fringe beyond criticism

BY KERRY GILL

THE Edinburgh Festival Fringe, described last year as a tower of Babel of the arts by Frank Dunlop, the outgoing festival director, launched its programme yesterday promising a record number of theatrical productions. Whether it will resemble a biblical confusion of noises and voices remains to be seen. Mhairi Mackenzie-Robinson, the fringe administrator, issued a string of superlatives and figures to prove that the fringe still had an essential artistic role. It would be the biggest

arts gathering with 8,500 performers in 540 companies putting on almost 11,000 events from mid-August to early September.

Last year many fringe per-

formers were joined by Eleanor McLaughlin, the Lord Provost of Edinburgh, in condemning Mr Dunlop's attack on the event which, he said, was likely to become a Blackpool pleasure beach with little artistic merit. That would threaten the festival's artistic reputation.

Miss Mackenzie-Robinson

said his own and certainly not by anyone on the fringe. One of his criticisms concerned the number of stand-up comics last year, but she said, this year theatre was the biggest single section with more than 400 shows. A record 23 Shakespeare productions will include six *Macbeths* and *The Taming of the Shrew*.

There had always been criti-

cisms that the fringe was a monster about to grow out of control. Miss Mackenzie-Robinson said, even when

audiences will have the choice of 36 musical productions including a show based on the arrival of immigrants to Ellis Island, *Billy*. More than 100 recitals and orchestral concerts will take place.

Lasmo cuts Ultramar issue target

By GEORGE SIVELL

LASMO revealed yesterday that it had reduced the amount it expected to raise from the flotation of Ultramar Corporation from a maximum of \$693 million to between \$495 million and \$561 million.

The oil group said the flotation was expected soon but could give no indication of timing. Marketing by the American bank Goldman Sachs, confirms. The bank said there would be a further announcement when it was in a position to make one.

The shares, which fell 15p to 172p on Tuesday because of fears that the issue would, like GPA's last week, be withdrawn altogether, steadied. They ended unchanged at 172p, against 245p on the day the Takeover Panel asked Lasmo to clarify statements on the sale of Ultramar's downstream assets.

Ultramar's defence was weakened, however, by the resignation of three directors, including John Darby, the chairman, and Lord Remnant, the deputy chairman.

Goldman Sachs was also one of the advisers to the flotation of GPA, which was pulled last week, upsetting market sentiment. Wellcome, the pharmaceuticals group, and its advisers, must also make a decision soon on the size of a current shares offer.

Tempus, page 22

Confident outlook: Bill Pybus, the chairman of AAH

Lasmo's cut in expectations from the flotation of Ultramar's downstream assets was revealed in a revised filing to the American Securities and Exchange Commission in New York overnight.

The amount expected to be raised from the issue of 33 million shares has been cut from \$21 a share to between \$15 and \$17. Lasmo said yesterday that the proceeds from floating off all of Ultramar Corporation would

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Refining the shape of air travel.

AAH outgrows effects of recession

By PHILIP PANGALOS

BILL Pybus, the chairman of AAH Holdings, is confident about prospects after increased contributions from healthcare and environmental services boosted full year profits at the healthcare and distribution group.

Organic growth and acquisitions helped AAH, which claims to be the United Kingdom's largest pharmaceutical products wholesaler, slightly ahead of UniChem, its pre-tax profits by 12.2 per cent to £32.2 million in the year to end-March. Gross turnover advanced 17.3 per cent to £1.32 billion, despite difficult trading conditions.

"In the appalling conditions we had to face this is a good result. The current year has started very much in the same mould," Mr Pybus said.

The withdrawal of Medicopharma, the Dutch pharmaceuticals competitor, allowed AAH to buy three of its distribution warehouses and increase market share. However, the monopolies commission recommended a "minor investment" in Aberdeen after fears that competition could be harmed in Scotland. Mr Pybus does not expect any significant adverse effects as a result, with the Aberdeen operation accounting for only 2 per cent of the region's sales. "It is just a pin-prick," he said.

Trading profits from the healthcare services division rose 19 per cent to £26.7 million, on sales ahead 20 per cent to £1.11 billion, accounting for 84 per cent of group turnover. Some £61 million of total sales related to Glaxo products, which were handled on an agency basis for a distribution fee. The division, which accounts for 73.8 per

cent of profits, was also boosted by first time contributions from retail pharmacies acquired during the year. Total retail units number 160, after 40 units were added last year.

Mr Pybus expects further growth at the division. "We expect more of the same; the market is still expanding at about 11 per cent a year."

Successful tenders for local authority land maintenance and waste management contracts, and last October's acquisition of Charlesplant, the refuse collection to land maintenance company, helped environmental services profits rise 19 per cent to £4.3 million, on sales up 48 per cent to £50.6 million.

Other areas were not so buoyant, affected by "the appalling conditions". Builders supplies profits dipped to £2.6 million (£3.7 million), on sales down 6 per cent to £77.3 million, while depressed electrical products and housewares markets are blamed for a £200,000 dip in profits to £2 million, on sales down to £58.7 million (£69.5 million).

Distribution services profits fell to £600,000 (£1 million), on sales up 1 per cent lower at £12.1 million.

Despite increased calls on working capital, the interest charge fell slightly to £4 million (£4.2 million), with interest covered 9.1 times against 7.8 times previously.

The final dividend is being raised to 10.95p (9.9p) a share, giving 16.35p (14.85p) a share for the year. Earnings climb to 31.8p (29.7p) a share. There was an extraordinary gain of £6.6 million on the previously reported sale of Weeown. The shares added 5p to 518p.

Standard Chartered calls for arrests

STANDARD Chartered, the international banking group, has asked the Indian Criminal Bureau of Investigation to arrest nine men, including two former employees of the bank which it claims were involved in the Bombay securities market scandal last month. Four of the men named in Standard's complaint have already been arrested.

The bank's criminal complaint is part of the procedure established by the Indian authorities to deal with alleged offenders in the scandal. A spokesman for Standard said the two former employees named in the complaint were dismissed last week.

Southern Business up

SOUTHERN Business, a photocopier supplies group, raised pre-tax profits by a tenth to £7.1 million in the six months to March 31, on sales also up a tenth to £27.4 million. The interim dividend is 1.15p (1.03p). The shares rose 29p to 112p. The company said its debts amounted to just 55 per cent of shareholders' funds at the end of the half-year. It has signed a five-year agreement with Canon, its most important supplier, continuing a 15-year relationship.

JLI boosts earnings

PRE-TAX profits of JLI Group, a food processor formerly known as Jack L Israel, rose from £2.32 million to £3.17 million in the year to March 31. Earnings per share were ahead from 8.0p to 9.3p. A final dividend of 3p (2.37p) makes a total of 4.5p, up from 4.3p. Two rights issues during the year raised a total of £20.7 million. Yoav Gottstein, chief executive, has been shifting the company away from distribution into higher-margin activities.

Latham deeper in red

LOSSES at James Latham, a timber importer, rose from £83.000 to £612,000 before tax in the year to March 31. Christopher Latham, chairman, said it had been "a miserable year" and offered little hope of recovery. Bad debts averaged 1.5 per cent of sales, which were down from £6.04 million to £5.95 million. The loss included a £318,000 charge against property disposals. The total dividend is set to 3.75p from 6.5p, with a final payout of 2.25p (4.5p).

Arthur Lee advances

ARTHUR Lee, the steel and plastics group based in Sheffield, increased profits before tax from £323,800 to £604,000 in the half year to the end of March, despite a 13 per cent fall in turnover to £51.9 million. The rise in profits reflects cost-cutting action. Earnings rose from 1.05p a share to 1.28p, but the interim dividend is held at 1.65p. The balance sheet remained strong, with gearing still close to 25 per cent.

Hoskyns pegs payout

HOSKYNS Group, the computing services company in which Cap Gemini Sogeti of France has a 69.34 per cent stake, is maintaining its interim dividend at 0.75p despite a 35 per cent slide in pre-tax profits to £5.6 million in the six months to end-April. The group, one of the largest UK suppliers of computer services, blames continuing depressed conditions for a 7 per cent decline in turnover to £95.7 million. Earnings fell to 3.9p a share, from 6.4p last time.

Bristol Water ahead

BRISTOL Water, the statutory water company in which Wesser Water has a stake, raised pre-tax profits by 76 per cent to £5.24 million, in the year to March 31. It did so by means of cost-control and an efficiency programme. Sir John Wills, chairman, said Bristol's million customers were unlikely to face restrictions on water use this summer. A final dividend of 18.7p makes a total of 28p. Bristol is to raise prices this year by 7.3 per cent.

Cassidy dividend rises

SHAREHOLDERS in Cassidy Brothers, the USM-listed toy manufacturer, will receive an increased dividend of 2.4p (1.5p) a share for the year, after an improved final payout of 1.65p (1.5p), following a 4.8 per cent jump in profits. The shares responded with a 12p rise to 78p. Cassidy increased pre-tax profits to £695,521 in the year to end-April (£473,923) on turnover ahead 11.1 per cent to £6.27 million. Earnings per share were 9.07p (4.32p) a share.

Electrolux in AEG link

THE concentration process in the European white goods industry has taken another leap forward. Electrolux of Sweden, and AEG, Germany, have agreed to pool production of washing machines, tumble dryers and dishwashers, although the brands names will remain separate for the time being. Electrolux will take a 10 per cent share in AEG Haushaltsgeräte, which, in turn, will subscribe to debentures in Electrolux.

EC farm deal fails to lift gloom from deadlocked Gatt talks

By WOLFGANG MÜNCHAU, EUROPEAN BUSINESS CORRESPONDENT

THE French trade minister, Dominique Strauss-Kahn, said that the deadlocked General Agreement on Tariffs and Trade (Gatt) negotiations have little chance of being resolved before the American presidential elections in the autumn.

M. Strauss-Kahn's comments, made in Paris, underline the growing pessimism over the present Uruguay Round of Gatt trade talks, which are now in their sixth year. Earlier in the week, a leading Gatt official had been quoted as saying that the talks were now "totally and utterly blocked", despite the recent agreement by EC farm ministers to cut farm subsidies.

This agreement was heralded at the time as a breakthrough, but it seems it has done little to quell American insistence on the issue.

Helmut Kohl, the German chancellor and current president of the G7, also indicated earlier this week that no new Gatt initiative should be expected at next month's G7 summit in Munich. Dieter Vogel, the Chancellor's spokesman, said yesterday that Gatt would not feature at the summit because the issue was far too technical, for the

elections in November out of the way, agreement may be politically easier to strike, although when France will have entered its own election campaign for the 1993 parliamentary elections.

Arthur Dunkel, general secretary of Gatt, said in Brussels yesterday that the EC-American row over farm subsidies was not the only obstacle to concluding the trade round. Other countries would also need to agree to a package.

Mr Dunkel said: "A political breakthrough between the two majors will have to be multilateralised, and other hard issues settled. This will take some time."

John Kerin, the Australian trade minister, said in an interview that "it would be criminal" if the G7 countries were unable to sort out their dispute.

He was quoted as saying: "What is needed is a dose of political courage."

□ M. Strauss-Kahn said he expected a balanced trade account this year, after a deficit of Fr30 billion in 1991. During the first five months of the year, France has achieved a seasonally adjusted trade surplus of Fr17.0 billion.

□ The dollar has appreciated 10 per cent in value since the start of the year, while the euro has appreciated 10 per cent.

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urgain hunters
sh Dow higher

American telephone company has been trading at a price of \$100 million. The firm's stock price has risen from \$100 million to \$120 million. The firm's stock price has risen from \$100 million to \$120 million.

advance trimmed

Since the start of the year, the Dow Jones Industrial Average has risen by 10 per cent. The firm's stock price has risen from \$100 million to \$120 million.

WALL STREET

COMMENT
Yesterday haunts Lloyd's tomorrow

David Coleridge put up a doughty performance facing hostile names for six hours at Lloyd's annual meeting and, in the process, put the disasters facing some of the 23,000 underwriting names in proper perspective. Out of 390 syndicates operating, 140 made a profit on the 1989 account and five accounted for some £650 million of the total attributable losses of £2.1 billion. Mr Coleridge could not stop the serious damage that has been and will continue to be caused to this vital London market by those few excess of loss syndicates.

Losses for the many names on these large syndicates are horrendous and disproportionate. The Lloyd's council, much to the frustration of some of its members, has been unable to come up with any comprehensive aid package for the hardest-hit names, though ill feeling among them ought to be soothed by the £50 million Lloyd's hopes to drum up from market professionals to bolster its hardship fund. As a result, there is likely to be a flood of damaging litigation. That could only be forestalled if the reports on these syndicates activities, led by Sir David Walker, either removes blame from underwriters categorically, leaving litigants with a poor case, or establishes blame so clearly as to make legal battles pointless. The onus would then fall on the professionals' errors and omissions insurance.

Since the stakes are so high, the chances are that there will be many more court cases. That will discourage new names and accelerate any decline in the market's capacity. In any case, the collapse of the excess of loss business has already inflicted damage on the market's unique qualities in handling big and complex insurance risks. At the same time, errors and omissions insurance has, not unnaturally, also become much harder to come by. The risks facing names in many syndicates would thereby also be increased, at least until the proposed new cap on losses comes into effect.

Without anticipating Sir David's report, it seems clear that practices in the excess of loss market were peculiar by normal commercial standards. In some cases, reinsurance appears to have become so complicated that the same risk went round and round with less and less premium to support it, as brokers took a slice each time round.

Such practices, if revealed on a large scale, may carry some arcane justification. It is hard to imagine that they would pass conventional rules of investor protection as they apply, under the Financial Services Act, to stockbrokers, investment managers or the futures and options markets. It is equally hard to imagine that they would have been sanctioned by many of the names concerned if they had been in control of the business being conducted on their behalf as sole traders in the syndicates.

Mr Coleridge promises that malpractices will be stopped by new rules if they are found and they surely will be, just as Lloyd's is acting to repair other breakages in future. That malpractices could have flourished up to now is, however, a result of the failure of the structure of Lloyd's to keep pace with the many and fundamental practical changes that have taken place over the past twenty five years. These have skewed the previous identity of interest between professionals and outside names. Conflicts of interest now abound. Even members agents can have divided loyalties.

Future structure now needs to be rethought with less regard to the tax shelter elements that still colour members thinking too much. This could involve a different kind of syndicate that apportioned risk more properly between the professional principal and sleeping partners. The trend of recent and proposed reforms points towards treating the name as an investor rather than a sole trader. If that is judged to be the right road, Lloyd's should pursue it to its logical destination.

Pessimism reigns as the blue chip index slump is dismissed as unimportant, Joanna Pitman reports from Tokyo

The harried front-line troops who work on the floor of the Tokyo Stock Exchange have been suffering badly in the latest round of the "battle of the Nikkei nerves". Having watched the Nikkei 225 average tumble almost 1,400 points in four days, they then heard their mentor and leader, Yasushi Mieno, governor of the Bank of Japan, dismiss the stamp as unimportant and state uncompromisingly that share prices are not his concern.

Mr Mieno was trampling on some raw nerve ends. The Nikkei average fell again, and again, and eventually lost almost 2,000 points in seven trading days to below 16,000. His apparent attempt to absolve himself from responsibility unfortunately coincided with the release of some ominous data suggesting more clearly than ever that the Japanese economy is, if not already in recession, moving in that direction.

The Bank of Japan short-term "tanban" survey showed the largest decline in business sentiment since 1974; first-quarter national accounts posted a further fall in year-on-year growth and the finance ministry corporate survey showed the first year-on-year drop in business investment since 1986. The small fall announced in long-term bank interest rates is unlikely to reverse that.

Compounding the impact of this alarming new evidence of economic weakness on jumpy stock market traders, the BoJ and the ministry both interpreted the data as showing signs of recovery. Mr Mieno and Tsutomu Hata, the finance minister, waved aside the chorus of pessimism and staunchly reiterated their claims that prospects of imminent economic recovery are still bright.

Fearing the worst, pessimistic market traders decided the message was: "There will be no more short-term rescue measures. You're on your own now." This conclusion has done nothing, however, to quieten the clamour of demands for help. The authorities are, at least, expected to announce a supplementary budget, either to coincide with next week's Munich G7 meeting or soon after. This is bound to come, it is argued, because the emergency measures announced on April 1 were designed to encourage 75 per cent of public works spending to be implemented in the first half of the year, leaving a yawning gap in domestic demand for the rest of the year.

Give us a supplementary budget, market participants wail, or at least another cut in the official discount rate. Their appeals have met with seeming complacency from the authorities. But into the breach have stepped the politicians. Shin Kanemaru, 77, the godfather of the



Liberal Democratic Party, called last week for an 8,000 billion yen (£34 billion) supplementary budget to stimulate domestic demand and ease the pains of stock market investors. As his audience noted, Mr Kanemaru's statement came immediately after a meeting with Michael Armacost, the American ambassador. They hope that pressure from an American administration intent on reducing its awkward \$50 billion trade deficit with Japan in time for presidential elections will persuade Mr Mieno and Mr Hata to implement the sought-after fiscal or budgetary measures.

Kichi Miyazawa, the prime minister, has also said that he plans an economic support package. Some still believe he will announce it, for maximum impact, at the G7 meeting. Harsh realities, however, weigh against such a simple coup. Shigeaki Morinobu, of the finance ministry's securities bureau, said: "The politicians have been too talkative. It is only natural to make such promises, but neither the finance ministry nor the BoJ are committed to anything yet. We are totally calm about the market."

The uncompromisingly optimistic stance of the financial authorities in the face of evident economic difficulties has caused more alarm than is immediately evident. Angry traders have been muttering about "the complacency and bad judgment" of Mr Mieno and have voiced fears not only about the inclination but also about the ability of the authorities to save the economy. The less prosaic explanation of Mr Mieno's relaxed attitude, favoured by analysts who keep their distance from the brio of the stock exchange floor, is that the central bank governor is content to see share prices at current levels.

Telephone calls at midnight on New Year's eve to hassle them for business are, according to Mr Morinobu, well and truly over. Never again, he says, will the prestige-laden Industrial Bank of Japan, for example, become so greedy for profit as to lend more than £1 billion to a former waitress and suspected gangster's moll, now in jail, charged with procuring illegal loans to fund stock speculation.

The financial authorities, in refusing to relent and offer palliatives to the stock market, are clearly still trying to complete their purge and bring the banks and the property sector, the biggest "bubble offenders", into line. Several of the more speculative medium-sized property companies are said to be on the brink of failure, and the banks are being dragged into a rationalised and more streamlined sector, helped by a series of mergers.

Those of a nervous temperament fear that Mr Mieno's stubborn persistence in forcing the financial sector to swallow its medicine may be reducing the stock market to ruins. Others are resigned to the idea that the current level of the Nikkei may be damaging, but not disastrous.

Kathy Matsui, a strategist at BZW in Tokyo, said: "In the short term, things may look bad, but it is in one's interest for the Nikkei to fall below 13,000. The authorities will

not let that happen. They have plenty of tricks in their bag." According to the broad consensus among Tokyo analysts, 13,000 is the pessimistic low below which the Nikkei average will not be allowed to fall. If it did, city banks would be in serious trouble because the hidden gains on their accumulated equities holdings would turn to net losses. Banks are having difficulties raising their net interest income, forcing them to bolster their profits by selling their stock holdings. Even after a 10 per cent fall in share prices since their December 1989 high, they are still able to do this at a profit with the Nikkei hovering around 16,000.

While the city banks are not yet constrained by the Bank for International Settlements' capital adequacy requirements, they still have to contend with an alarming and undisclosed bad-debt problem. Finance ministry figures, released at the end of March, showed Japan's 21 largest banks collectively have between ¥7,000 billion and ¥8,000 billion in bad debts on their books, of which up to ¥3,000 billion is irrecoverable.

This represents less than 3 per cent of outstanding loans. Independent analysts estimate, however, that bad debts should realistically be put nearer 10 per cent of total outstanding loans and could, if in the worst case, all property loans become non-performing, reach eight times the acknowledged figure, or 25 per cent of total outstanding loans.

Uncertainty over the health of the banks and worries that further falls in share prices would leave life assurance companies with more latent losses than gains on their books, have combined to bolster the pessimists' case and depress the Nikkei further. But few believe that there is no safety net. Jason James, strategist at James Capel in Tokyo, said: "At some point it might become necessary for banks and life companies to start buying shares simply out of self-interest to save their own holdings."

Mr Morinobu said enigmatically: "The finance ministry also has its own methods to rescue the market in the last resort." Restrictions on pension fund equity investments could be lifted to allow an increase from 30 to 50 per cent of the total portfolio, creating a large pool of potential new money for the stock market. It would take only a little guidance from the ministry for a portion of Japan's huge postal savings funds to be directed towards the stock exchange.

Looking towards the end of the fiscal year, bullish views on the stock market still outnumber bearish ones. Ms Matsui said: "Based on a reasonably optimistic outlook for the economy, we estimate that the Nikkei average will be up at around 20,500 by the end of March next year."

Mr James forecasts that the Nikkei will be up to 18,000 by the year end. "If the market suddenly spikes down to 13,000, the government will step in and the Nikkei could equally dramatically spike up again to 16,000 within a month. The authorities will have a hand in it, but the market will certainly be well up at the end of the year," he said.

THE TIMES CITY DIARY

Big change,
small change

WESTMINSTER new boy Peter Ainsworth, who won Sir Geoffrey Howe's old East Surrey seat in the general election, is still trying to adjust to the change in culture after an 11-year career in the City. Ainsworth, 35, started in the Square Mile as an investment analyst at Laing & Crichton, moved to Rowe & Pitman where he specialised in media and communications stocks, and then transferred to corporate finance, becoming a director in the corporate finance department at S G Warburg two years ago. "The allocation of time is very different," he says. He is also having to adjust to the change — or rather drastic reduction — in income, since he now grosses the regular MP's salary of £30,000 a year, compared with £10,000-plus before. "It's not a job you do for the money," says Ainsworth. Helping to fill a little of that void, he yesterday became a non-executive director of JLI, the food processing group and a Warburg client. Ainsworth's wife, Claire, who seven months ago gave birth to their third child — and first son — works at Morgan Grenfell, specialising in debt and structured finance.

THE CBI seems to have found a new way of hammering home its point. Its latest Distributive Trades Survey gave warning that the post-election boom had been short-lived. The survey's usual blue cover has been replaced with a red one.



Ainsworth: adjusting

Golden splash

HEATH Group, the UK's fifth largest insurance broker, has thrown down the gauntlet to its nine rival sponsors in Chay Blyth's British Steel Challenge, a round-the-world yacht race, which starts from Southampton in September. With all nine amateur crews now in training, the company has initiated the Heath Golden Guinea Challenge, a time trial race from Southampton to Cherbourg and back, as part of a "turning up exercise" to get crews in shape. Heath's 12-strong crew has already completed the Cherbourg run, and skipper Adrian Donovan admits that the time set by the firm's yacht, *Heath Insured*, is bearable. "We made excellent time to Cherbourg — under eight hours — but very light winds on the way back meant we took a total of 22 hours and 12 minutes to complete the round journey," he says. Despite this, Heath has gallantly put up 1,000 guineas (£1,050) for the winner of the Golden Guinea Challenge, which will

Legal sparks

AFTER the success of its initial set of high-profile seminars for City banking lawyers, Watson, Farley & Williams, the law firm, is holding another series chaired by Derek Wheatley, QC, its banking consultant. The discussions have become a sought-after forum for controversial views, with lawyers apparently queuing up to join Wheatley's informal "club". The next meeting, on June 30, is expected to continue in the now traditionally combative vein. The guest on this occasion will be Professor Robert Jack, chairman of the banking law review committee, which recommended the banking code of practice now adopted by high street banks. Wheatley contends that the code does not go far enough and promises a lively debate. "I've told Professor Jack that he's in for some argument and he's expecting it," Wheatley says.

Sparks are similarly expected to fly on July 14, when Dick Ware, of the Bank of England, will defend the legal risk review committee proposals, which call for a committee of City practitioners to provide banking codes of conduct. The proposals have received an unenthusiastic response.

CAROL LEONARD

Pension protocol rules out equality

From Mr D. Lindsay

Sir, I am sure many of our members would agree with the president of the Confederation of British Industry on the importance to the UK of the economic, monetary, "subsidiarity" and enlargement aspects of Maastricht (June 19), but not on the extraordinary "Barber" Protocol tacked on to it — rather like the apocryphal "and the Town Clerk's marriage is hereby dissolved" inserted into a pre-Marrimonial Clauses Act Local Drainage Bill.

This Protocol, which would remove much or, in some cases, all of the rights to equal treatment in pensions that were won in the European Court and which received no advance publicity and no pub-

lic discussion, has nothing to do with what Maastricht was about.

Indeed, the problems arising from the Barber judgement are far more obviously candidates for "subsidiarity" than for centralised legislation. In the UK, for example, retirement ages had to be equal as from November 1987, which makes that, and not the fortuitous May 17, 1990, the obvious start date for equal occupational pension ages here.

Yours faithfully,
DAVID LINDSAY.
Legal Adviser.
Campaign for Equal State
Pension Ages.
36 Orchard Coombe,
Whitchurch Hill,
Reading, Berkshire.

Rallying call for pensioners to unite

From Mr Michael Smedley

Sir, My Bryson's letter (Business letters, June 17) asks if a national organisation of pensioner groups exists. With new pension legislation in prospect the time is ripe for joint action to present the case for pensioners as forcefully as the employers' case is being put by the CBI and other powerful employers' organisations. As chairman of IMPAC, the Imperial Tobacco Group pensioners organisation, I am willing to provide a focus for co-operation between any similar groups that contact me.

Yours faithfully,
MICHAEL SMEDLEY,
Chairman,
Imperial Pensioners Action
Cllr,
Bericote Fields Farm,
Blackdown,
Leamington Spa,
Warwickshire.

Deep cuts preferable to fatal obesity

From Mr J. Lonsdale

Sir, Regarding the accusations of ineptness levelled at John Clark of BET, I feel sure Michael Lewis Nieto must be unaware of the problems John Clark inherited. As a former manager of one of BET's more successful companies, I was only too aware that many of the purchases made by BET over the years had been over-staffed, only surviving under

the 3 Bs, boom, borrowing and a bravado that inflated trading conditions last indefinitely.

The cuts may have been deep but the obesity could have been fatal.

Yours faithfully,
JIM LONSDALE,
102 Bath Street,
Market Harbourborough,
Leicestershire.

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CLOUDMAN		
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No	Company	Group	Gains on
1	Abbey Ntl	Banks/Disc	
2	Saint Water	Water	
3	Life Sciences	Electrical	
4	Courtauld Text	Textiles	
5	Westpac	Banks/Disc	
6	Laporte	Chem. Plas	
7	Amesham	Chem. Plas	
8	Laird	Industrial	
9	Lon Sot Blk	Banks/Disc	
10	Hogg Robins	Drapery/Stns	
11	AAH	Industrial	
12	Lloyds	Banks/Disc	
13	Blethleaf Gp	Newspaper/Pub	
14	Nat Aust Blk	Banks/Disc	
15	Farnell Elec	Electrical	
16	Harmon Credit	Industrial	
17	Lon Ind	Industrial	
18	Lev Service	Motors/Air	
19	BIOC	Electrical	
20	Vorkshire W	Water	
21	Rex Pet	Oil/Gas	
22	Perkins Food	Foods	
23	Lee (Arthur)	Industrial	
24	Pipe Group	Drapery/Stns	
25	Severn Trent	Water	
26	Ocean Group	Transport	
27	Amalgamated	Industrial	
28	Erskine Hse	Industrial	
29	Wessex Water	Water	
30	Smith WH A	Drapery/Stns	
31	Barlays	Banks/Disc	
32	Greenleaf Grp	Breweries	
33	Brent Chem	Chem. Plas	
34	McKeehan	Industrial	
35	Northumbrian	Water	
36	Young 'A'	Breweries	
37	Anglian Water	Water	
38	Clayton Son	Industrial	
39	Plym	Chem. Plas	
40	Whitman	Industrial	
41	Blue Circle	Building/Rds	
42	Wagon Ind	Industrial	
43	Unilever	Industrial	
44	First Leisure	Leisure	

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Please take into account any minus signs

Weekly Dividend

Please make a note of your daily meals for the weekly dividend of £3,000 in Saturday's newspaper.

MON TUE WED THU FRI SAT (Weekly)

Yesterday's £2,000 Portfolio Platinum prize was won by Mr T. Mackie, of Shrewsbury. Mr G. McCoach of Duntocher, Mrs R. Wall, of Bromley, and Mr M. Wray, of Higher Kinnerton, each receive £500.

No	High	Low	Company	Price	div	Net	Yld	%	P/E
31	352	348	Albert Ntl	51	1	50	2.0	8.0	
32	348	343	Archer Daniels	50	0	49	1.9	12.0	
33	197	195	Aus New Z	55	12	53	2.2	12.0	
34	271	268	Avon Rubber	55	12	53	2.2	12.0	
35	141	138	Bk of Ireland	51	1	49	2.2	27.0	
36	330	328	Blk of Loyalist	55	12	53	2.2	12.0	
37	340	338	Bord Bally	55	12	53	2.2	12.0	
38	340	338	Bord Bally	55	12	53	2.2	12.0	
39	314	312	Brennan Ship	55	12	53	2.2	12.0	
40	149	147	Carlsberg	55	12	53	2.2	12.0	
41	305	303	Castrol	55	12	53	2.2	12.0	
42	305	303	Castrol	55	12	53	2.2	12.0	
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For a more informal discussion, contact Bob Butler, Head of Monitoring Unit, (ext. 5520) or Stuart Bushell, Deputy Head of Monitoring Unit, (ext. 5383) on 0527 57 141.

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ACCOUNTANCY TIMES

Robin Joyce asks whether property accounts give a true and fair view

Property firms pick policies to match the size of their pockets

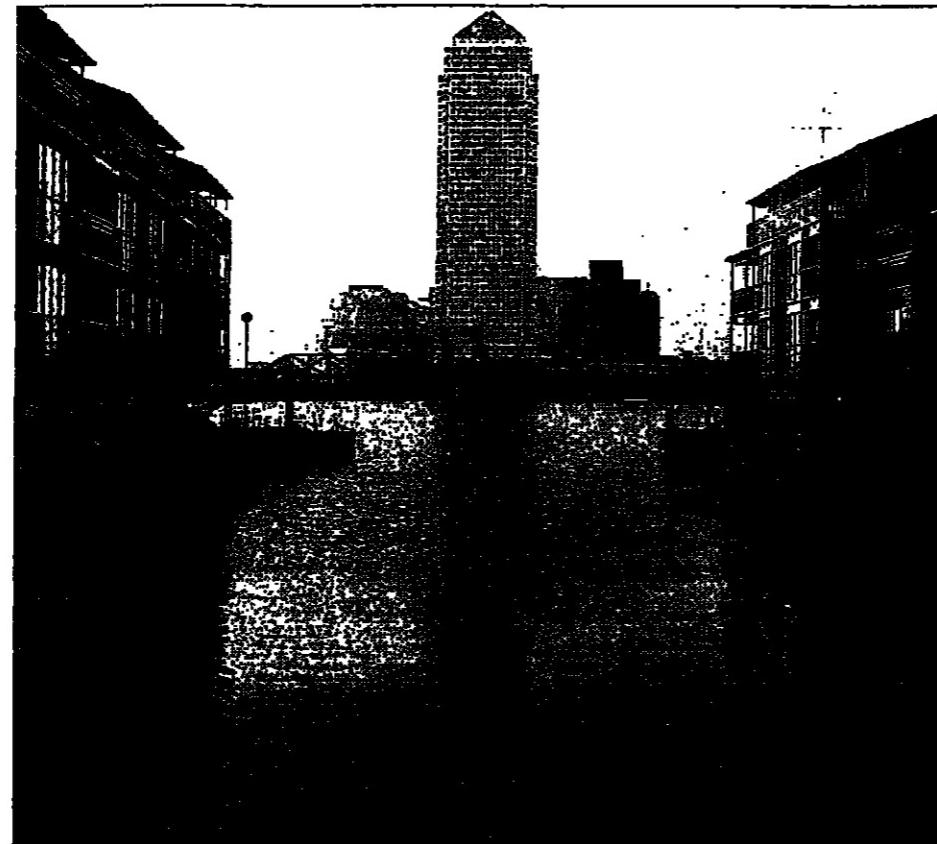
Olympia and York's recent financial problems will have prompted some UK property company shareholders and lenders to scan their accounts. They may need an interpreter. A true and fair view is extremely elastic, with property firms picking and choosing accountancy policies to suit current needs.

The company may be showing a profit, yet shareholders' funds have fallen. More than half of shareholders' funds can consist of the revaluation reserve. This represents the difference between the original cost of a building and its current "open market" value. Land Securities, Britain's largest quoted property company, reported a retained profit of £55.9 million in 1991. This took no account of the "deficit on valuation of properties", which cut £1.12 billion from the revaluation reserve, and thus shareholders' funds. The traditional view of the profit and loss account representing the difference between two balance sheets, is rarely reflected in property accounts.

High gearing is commonplace among property companies. UK bank lending to property companies multiplied from £2 billion in 1982 to £39 billion in 1992. This includes £17 billion from the big banks, added to the £11 billion lent to construction firms. So eager to lend to property companies were the banks, some contracted to receive a share of profits of various schemes in America, it is called an "equity-kicker".

The security for bank lending is primarily the property's value. Many companies have increased borrowings based on rising property valuations in the boom years. If the valuations fall, some companies will be in breach of loan covenants, making their borrowings repayable on demand. This may precipitate a company's administration, receivership or liquidation. Companies that sought refinancings to avoid this include Brent Walker, Heron and Speyhawk in the past year. Such refinancing normally involve higher interest rates and considerable fees to lenders and advisers.

Many highly-gearred companies resorted to off-balance sheet financing. Joint ventures, where companies take



Wharf dwarfed: letting London's Canary wharf has almost sunk Olympia and York

50 per cent or less, enable the investing firm to consolidate its share of profits and revaluation surplus, without needing to consolidate the accompanying borrowing within the joint venture subject to ownership equalling or exceeding 20 per cent of the equity.

Rosehaugh Stanhope Developments is a such a venture, jointly owned by its eponymous parents, that has built Broadgate, in the City of London. Its assets exceed those of its parents combined. An alternative method involves selling a property to a "shell" company outside the group. The "shell" is a warehouse for property and loans. The developer can repurchase the property in future at a predetermined price.

Cash flow is the key to property companies. The purchase of property is followed by its development, or redevelopment. The outflows are then followed by rental income in a property investment company or income from sale in a property trading company. In

theory, the financial needs of investors companies should be more long-term than those of the traders. In practice, some investors are selling property due to illiquidity and some traders are letting property originally intended for sale, due to lack of buyers.

In 1987 and 1989 the Governor of the Bank of England signalled concern about the

cully raising money from banks, which with stretched balance sheets, are now averse to risk and likely to control £20 billion of property by the year end, from company failures and financial restructuring. Shareholders, having subscribed for more shares in the last two years may be loath to invest further. Thus property companies must ensure rental income covers all outgoings including interest and stay self-sufficient to survive.

A key note in the account is the schedule of loan repayments. Once, when capital repayment became due, rolling it over into a new loan was standard. Today, it is less easy to refinance. About 20 per cent of big property firms have issued convertible bonds or loans, expecting holders to take the company's shares at the loan's expiry. With property company share prices languishing, many of these loans will not be converted into equity, and will need refinancing. The profit and loss accounts of property companies lack con-

cerns of the bank lending on property. In 1990, the banks responded by curtailing new property loans. Property companies had to turn to shareholders in a spate of rights issues in 1990 and 1991. Some issues were merely to survive rather than expand, through Sainsbury, Tesco and Argyll (Safeway) raised £1.5 billion from shareholders to continue store-building. The profit and loss accounts of property companies lack con-

The traditional view of profit and loss as the difference between two balance sheets is rarely reflected in accounts of property companies

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sistency in material respects. Payments of interest are written off as an expense in most industries, but many property developers treat it as an asset by capitalising it (Sainsbury adopts this approach). Most companies also capitalise other costs, including administrative overheads.

Such capitalisation varies radically from firm to firm. Land Securities capitalises neither. The profit and loss account is flattened by capitalisation, but the cash outflow is unchanged.

SSAP 19, the accounting standard, exempts investment properties from depreciation if ownership is freehold, or leasehold with more than 20 years to run. A wide range of accounting policies on depreciation are found in property accounts, some depreciating all buildings, some none.

Does the profit and loss account include profit or loss on property sales? If so, are they above the line or taken as extraordinary items? Again, practice varies. The attempted takeover of Frogmore Estates by Southend Property Holdings in 1991 saw Frogmore include the impact of property sales and Southend exclude it. Both had changed their policies in opposite directions in the previous two years.

Interim accounts and preliminary announcements are therefore of minimal value in the assessment of property companies. Balance sheets, cashflow statements and forecasts are needed and only to be found in the annual accounts.

Unravelling over-optimistic accounting policies can hit profits hard. Ladbrooke has written off £189 million in the last two years. 1991's £66.1 million comprised £42.4 million for non-capitalisation of interest and expenses, £5.5 million provision against dealing profits and £18.2 million provisions on revaluation surpluses of investment properties.

The Accounting Standards Board has not had time to standardise property company accounts. Until property companies produce straightforward accounts, widows and orphans should avoid them.

Robin Joyce is a management consultant and author of *£48 Billion at Risk? An Evaluation of the Accounting Policies of 78 Leading UK Property Companies*

Fountain syndrome soon to strike again

LIFE is tough for accounting firms in the middle of the market. They are caught both conceptually and culturally between two extremes. They are tempted to ape the very largest multinational firms though their fee income shows that they are not remote in that league at all. The gap between the sixth largest UK firm, Arthur Andersen with £31 million of fees, and the seventh, Grant Thornton with £11.8 million, illustrates that.

But somehow they still try to believe they are culturally in that league. In the late 1980s many of them moved into marbled halls which are now costing them dear. BDO Binder Hamlyn is reputed to be paying £45 a sq ft at a time when their growth has gone into reverse. Many of them started bailing out flagging overseas links. Pannell Kerr Forster is reputed to have poured an unwise £1.6 million into its American firm.

So it is small wonder that we are seeing the fallout. It was always going to be hard to maintain the right strategy for being in the middle. Some firms have got it more or less right. Grant Thornton will tell you how much it is appreciated by "owner-managed" companies. Stoy Hayward is firmly of the belief that the family-run company has been neglected. Robson Rhodes believes in being "elite, innovative and highly skilled". But it is very hard for a partnership business to maintain a strategy, particularly if it requires tough measures to ensure that it succeeds. Too often when the downturn comes the loudest voice is that of the older partners suggesting that the innovations be put on hold.

This is the point where protecting future pension rights counts for more than longer term strategy. Traditionally the way out has been a merger. There are enough of the largest firms, like Touche Ross, which have a policy of hoovering up a medium-sized firm with a few attractive clients every few years. But there is also an attraction in merging in the medium-sized sector itself. This was why Stoy Hayward, tenth in size with £68 million of fees, merged recently with Fennies, twentieth with fees of £14 million. Other similar mergers are likely to be announced in the coming weeks and months.

Some of these will work. Others will not. It will depend on why the strategy has been implemented. Fennies was clear about it. It put itself in the hands of a merger broker and asked him to find someone who wanted it. Personalities, even in such supposedly democratic structures as partnerships, count for much. Chris Benbow, Fennies' boss at the start of the merger process, has been spending more time with his family, as they say, since an early stage of the negotiations.

Equally the personally issue can crop up simply because a firm is feeling itself squeezed. Hence the sensational (even accountants can sometimes be sensational) exit of Chris Swinson, BDO Binder Hamlyn's national managing partner, last week.

There have been many merger rumours about Binders. At an eighth position in the league with fees of £144 million it is still profitable but under great pressure and based

been hard. Partners are notoriously reluctant to take a sizeable dip in earnings to run a programme of restructuring. The last throw at Spier and Pepler, before it eventually headed down the road to being subsumed into Touche Ross, involved a cutting of partners earnings from what, for the industry, had been a high level. At a momentous meeting they chucked out the proposals and their managing partner. And were doomed.

It could well be time to return to the sayings of Bill Mackay, the legendary, and now retired, insolvency partner with what was then Ernst and Whitney. He produced a famous list of signs of imminent corporate collapse. These ran from corporate videos of chairmen getting out of helicopters to the simpler "fountain in the reception area". At one famous conference he brought the house down by pointing out that Spicers, then a venerable City firm, was moving to a spanking new office with a fountain in its reception area.

So pop down to Binder's reception area. Can you hear the sound of water jets frivoletously playing? Unfortunately the answer is yes, you can.

The author is Associate Editor of Accountancy Age.



ROBERT BRUCE

Audit reforms are not enough

Prem Sikka, Tony Puxty, Christine Cooper and Hugh Willmott seek to plug the expectations gap

THE Companies Act requires auditors to state whether the financial statements show a "true and fair view" but they are silent on the auditor's duty to detect and report on material fraud, company efficiency, effectiveness and many other matters. Surveys have shown that the public expects the auditor to perform such watchdog functions but the professional bodies deny such obligations. Thus an "expectations gap" exists between what the auditors claim to be the objectives of an audit and what the general public understands an audit to be.

The "expectations gap" is not a new phenomenon. Its existence has been documented for more than a hundred years. The accountancy bodies have responded to it in a number of ways. Firstly, they claim that there is nothing wrong with the audit process and that the few cases receiving press attention are odd isolated problems. This response is unsatisfactory in view of the relatively closed nature of auditing firms. Their general standards of audit work are not visible. Their working papers are not accessible to either the public or any agency independent of the profession. Poor quality only comes to light when a big collapse occurs.

Secondly, the auditing profession responds by arguing that the accounts are the responsibility of directors, not auditors. This approach fails to offer any positive justification for spending millions of pounds on audits. The professional bodies end up detailing what an audit is not rather than what it is. The public is reminded that it expects too much from an audit. Like any supplier who tells customers that they must have his goods but these will not give the desired level of service, auditors continue to alienate the public.

Thirdly, the professional accountancy bodies unpack their traditional defensive toolkit. Under this, audit report formats and auditing standards are revised in an attempt to

inform the public better. Audit report formats were last revised in 1980 after extensive criticisms in the DTI inspectors' reports relating to companies such as Peachey Property Corporation. Auditing standards (or their equivalents) began in 1961 culminating in the formation of the Auditing Practices Committee (APC) in 1976 in the aftermath of the 1970s secondary banking and property market crash. In the current recession,

The expectations gap is not new, it has been in existence for more than a hundred years

the APC has been replaced by the Auditing Practices Board (APB) and revised audit reports and standards are in the offing again. Such attempts have brought little durable success in eliminating the expectations gap.

Underlying the profession's strategies is the assumption that the current institutional arrangements for regulating auditors are the most appropriate and the belief that the meaning of social practices such as audit can be fixed around the profession's preferred meanings. Such an approach fails to appreciate that a society like ours is marked by numerous social divisions: between small and large businesses; financial and production sectors; large and small accountancy firms; the interests of directors, auditors, investors, employees, pension funds and their members. In such an environment, the meaning of audit cannot be fixed by professional bodies.

The meaning and significance of audits needs to be continuously renegotiated.

An alternative approach is

needed. Auditor duties should be clearly written into legislation. This will help to eliminate vagueness. The expectations gap can only be reduced when the auditing industry embraces the responsibilities which the public associates with auditors. So the Companies Act should require auditors to be responsible for detecting and reporting material fraud. Such arrangements already exist for local authorities and should be extended to all PLCs. Auditors should have a statutory duty to report on a company's ability to remain a going concern and should owe a duty of care to all shareholders. In our view auditors of PLCs should act exclusively as auditors. During his term as the environmental secretary, Michael Heseltine ensured that local authority auditors could not perform non-auditing services to their audit clients. The same should apply to PLCs.

A big element of the attempts to reduce the expectations gap entails reform of the institutions of auditing. This has been the

I'd rather have a Lada

CHARTERED accountants can take their pick of company cars but are frugal in their tastes. While more than 30 per cent of respondents in a survey had company cars, many drove a Ford or Vauxhall and 70 per cent would run a less expensive vehicle if they did not have a company car. Nearly half the 200 people quizzed drove British cars. 15 per cent choosing Ford. Vauxhall was next at 12 per cent and 7 to 10 per cent opted for Rover, BMW, Peugeot, Volvo and Mercedes. The survey for Accountancy found only 17 per cent of respondents did not have a company car. Of the 83 per cent who did, 93 per cent had a choice

of make and the rest could have any car.

An inspector calls

CONSIDERING the heat faced over questionable audits, it was only a matter of time before training bodies had another look at their teaching methods. Take Accountants Consultancy & Training (ACT) which has launched a training course in the form of a two-to-one plenary entitled "The Dreaded JMU Visit" which recreates an inspection by the joint monitoring unit. The play has been devised by Roy Kemp, ACT's managing partner, and sponsored by PASS

starting point for more than a century. Auditing standards should be set by an agency independent of the profession and the DTI and should reflect negotiations between the various groups affected.

After the Companies Act 1989, the UK accountancy bodies monitor the work of auditors. They have no powers to undertake a general review of the standards of work of auditing firms. It is also difficult for them to reconcile their trade association and regulatory roles. They cannot simultaneously act as promoters, protectors and regulators, judges and juries for the industry. To secure public confidence, auditors need to be monitored and regulated by a body independent of the accountancy profession. Those auditing PLCs should also be required to publish information about themselves. Thus the public will have more opportunity to assess the effectiveness of auditors.

This article is based upon the authors' research monograph *Research Report No 28: Closing the Expectations Gap* published by the Chartered Association of Certified Accountants.

Training, the accountancy training consortium. Practitioners tend to have a real sense of foreboding about a JMU visit," says Kemp, a former senior inspector with the JMU. "The play's aim is to provide

an insight into the format and conduct of a monitoring visit that the audience can relate to."

"It's like a Priestley revival. The annual jamboree of the Institute of Chartered Accountants in England and Wales starts in Eastbourne today without the feared shortfall in numbers. At one point, only 23 delegates had paid the £500 conference fee. But a late rush has taken the number well over 100 — quite acceptable in these lean times."

Olympic blues

THEY are a sporting lot at KPMG Management Consulting. Days after helping

Edward Fennell highlights a new service aimed at profiting from Brussels' largesse

beers, based in their Reading office, to act as a vanguard of their new European unit.

With links to the Brussels Clark Whitehill office and the wider Clark Kenneth Leventhal network around the Community, the team believes that it can help clients who are at the stage where "they don't even know where they begin".

The paradox about the single market is that while aiming to streamline business, it actually intimidates smaller to medium-sized companies into inactivity. "The actual process of getting hold of information from Brussels, of sifting and interpreting it, is so complex that it puts off a lot of people," said Mr Gemmill. "One of the services we offer is to understand

take that exercise for clients so that they know exactly where they stand."

At a time when accountants have come in for criticism for offering both auditing and management consultancy services, Clark Whitehill is adamant that it will not go in for any "hard sell" of its new service. "By an over-concentration on consultancy work there is a real danger of losing the professional integrity of the audit," says Mr Gemmill, who points out that auditing work brings in an average 67 per cent of his firm's fee income.

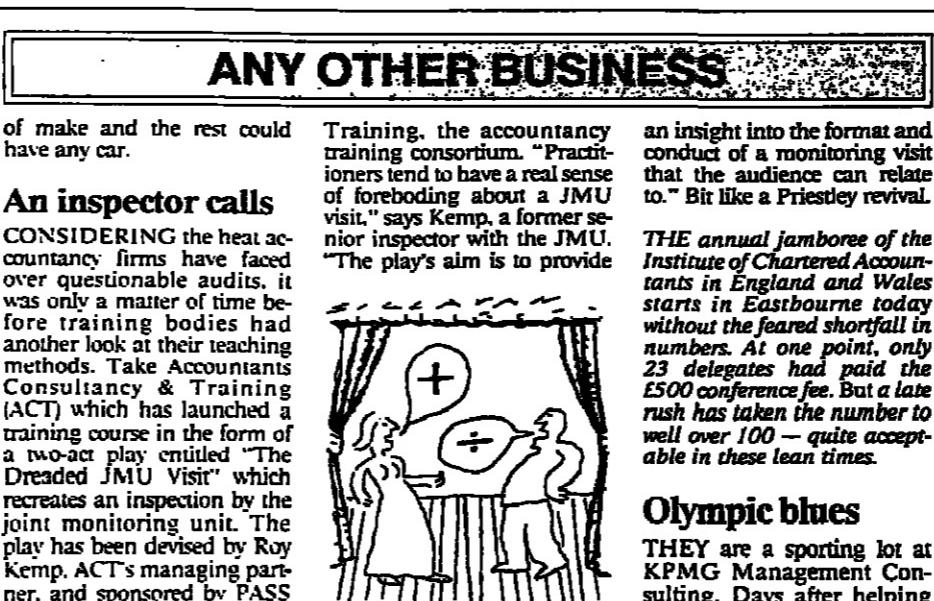
"Consultancy work is not big business to this firm," he says, "and what we are offering is a highly specialist service which some of our clients will find very valuable. But in no way are we pressurising clients to use it."

But the extent of the service is quite far-reaching. As well as providing advice on European legislation and regulation there will also be Europe-wide market surveys and marriage brokering to identify partners for joint ventures. "What has already proved very attractive in the European market research. We have already picked up quite a number of non-audit clients interested in that service."

Clark Whitehill now claims to regard Europe, rather than the UK, as its "home market" and is re-organising to establish more clearly the European practice group of Clark Kenneth Leventhal. It regards the current disaffection of its larger rivals as being the inevitable result of over-expansion and over-expansion and feels that the pendulum is now starting to swing back in favour of firms its size.

"It is firms like ours, rather than the Big Six, which can now provide the quality and service clients' need," says Mr Gemmill.

The success or failure of its European unit may be the litmus test of whether that is true.



JON ASHWORTH

RUGBY UNION

Harriman in full flow sets alarms ringing

Wanganui 9
England B 35

FROM DAVID HANDS
RUGBY CORRESPONDENT
IN WANGANUI

THERE is an expression here in New Zealand which says that, if you beat an opponent soundly, you "give him a bath." Andrew Harriman, the Harlequins wing, took that over-literally on Monday when he let his bathwater overflow in the team hotel and brought the local fire brigade to the door; yesterday he did it figuratively, too, by scoring four tries at Spriggs Park against Wanganui.

Harriman, purring away like the thoroughbred runner that he is, added much-needed lustre to the fifth successive victory of the England B tour. In other respects it was a scrappy display in which, despite their win by four goals, two tries and a penalty goal to three penalties, England could never impose themselves on third-division opposition.

The disappointing feature was the continued absence of the hunger for possession which characterises every side against whom England have played. Only Back who scored the other two tries, and Ojomoh competed with the same zest as the Wanganui forwards, whose back row enjoyed themselves.

Perhaps they were permitted too much latitude by Mark Thompson, the Auckland referee. There is a sustained demand in this country for the game to be played on the feet, but time and again Hansen was allowed to go ground in an offside position, hindering quick possession, and England could not regroup in sufficient numbers to do anything about it.

"It was a young England side, relatively inexperienced and it showed," Jack Rowell, the coach, said. "New Zealand

sides play at a great rate and with great vigour." Put another way Wanganui stood on no ceremony, they cleared defenders out of the way with considerable alacrity, which added to the difficulties England experienced at the set-pieces, where for the first time on tour their lineout was overshadowed and their scrum was so careless that two balls were kicked back to Wanganui's side.

The tries, broadly speaking, came from broken play and frequently when Wanganui had lost possession in the tackle — which was again an unfortunate aspect of England's game. After Harding had kicked the first of his three penalties, Harriman opened England's account. Back followed him to the line after good handling by Russell and Haag on the blind side of a ruck and Harriman's soft-shoe shuffle deceived Hansen. England leading 17-6 at the interval on a day ideal for

Local opinion had freely forecast anything from 40 to 60 points against their own team but had reckoned without the tenacity of such players as Bell and Wallace. Even so, given space Harriman made a nonsense of their defence, to Rowell's delight: "Andrew was flowing again which was good to see because he's such a confidence player." It may be too late to make the XV to play New Zealand in Hamilton but Harriman remains firmly, you could say, in the running.

SCORES: Wanganui: 1 try, 2 goals. Harding (3). England B: Tries: Harriman (4), Back (2). Conversions: Steele (4). Penalty goal: Steele.
WANGANUI: L Harding, S Seby, C O'Connor, G Bell, R Wallace, K Cheshire, J Hamlin, T Scott, A Bell, T Cundy (captain), R Adams, P Sulliven, R Wallace, S Scott, B Hansen (captain).
ENGLAND B: J Steele (Nottingham); A Harriman (Harlequins), G Thompson (Harlequins), G Childs (Wasps), H Thompson (Nottingham), N Matthee (Glasgow), D Sculley (Worcester), M Hydes (Oxford), K Dunn (Gloucester), A Mulfins (Harlequins, captain), M Russell (Harlequins), M Haag (Bath), D Sims (Gloucester), N Back (Leicester), S Ojomoh (Bath).
Referee: M Thompson (Auckland).

RUGBY LEAGUE

Hanley allowed to go his own way

FROM KEITH MACKLIN IN MELBOURNE

ELLERY Hanley's troubled tour ended yesterday in a manner which will surprise nobody who has followed his prickly relationship with the media. When the rest of the tour party flew from Sydney to Melbourne to prepare for the second international tomorrow, Hanley stayed behind for an examination on his hamstring injury by a senior orthopaedic surgeon.

In Melbourne, the tour manager, Maurice Lindsay, and the coach, Malcolm Reilly, convened a brief press conference at which a written statement was issued without additional comment.

Signed by Lindsay and Reilly, it read: "Great Britain have had a full and frank discussion with Ellery Hanley, who wishes for his point of view to be fully heard. Ellery admits that he signed an agreement to do television commentary work with the Harry Miller Organisation but equally insists that the agreement could not come into force as long as he remained a member of the touring party."

"Ellery agreed that the statement attributed to Ian Fryberg, director of sport of Channel Nine, that he was to commence commentary duties at the Newcastle game, was premature, as the British management was still consider-

ing him as a possible starter in the Newcastle game following a fitness test.

"Ellery is disappointed that the media have not given him credit, inasmuch that his intention at all times was to honour his tour commitments." In a later paragraph Hanley indicated that he had no intention of doing commentaries unless he was no longer able to participate in the tour, and expressed regret in "not informing the tour management of the discussions."

Lindsay and Reilly made it clear that there would be no disciplinary action with a final comment, and that the matter was closed. So ends the sorry saga of the Great Britain captain, who was on the field on tour for just nine minutes.

Lindsay said arrangements were being made for Hanley to return home, but added: "If he wishes to remain in Australia to take up other work, it is a matter between Ellery and his club, Leeds."

Meanwhile, Reilly has delayed announcement of the international squad until today to give him time to consider some outstanding performances in the 22-0 win at Newcastle. A surprise replacement for Hanley in the back row could be the Wigan forward, Billy McGinty.

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Johansson searches for more solutions

FROM DAVID MILLER
IN GOTHEMBURG

LENNART Johansson, the president of Uefa, is as much concerned with poor refereeing and cheating players in the European football championship as he is with hooliganism in the streets by English and German followers. By the time of the 1996 finals, scheduled to be hosted by England, Johansson would like to find a solution to all three problems.

Being also a member of Fifa's somewhat grandly-titled Task Force 2000, a committee appointed by the game's world governing body to study changes of the laws for improvement in its image and function, Johansson speaks with an authority wider than that of Uefa, European football's governing body. Given Fifa's failure over 20 years to grapple with violence on the field — just as damaging in the long term as violence outside the stadiums — Johansson's continuously expressed concern for stronger discipline will make him a leading contender to succeed Joao Havelange when the ageing Brazilian, president of Fifa for 18 years, decides to retire.

"I argued for the return of English clubs to European competition, for the champions' final at Wembley, for

age the governments of the European Community to follow England's example and prevent convicted or known criminals from travelling to scheduled football events.

"At present, most countries do not have laws that allow them to do this," he said. "I and others are fed up with everything that happens in the streets being blamed on football, which is unfair. We are observing the same phenomenon developing in basketball and baseball in America."

To remove the 1996 championships from England, to stop the game, is not the answer, Johansson insisted. "Were we to do this, to abandon the major championships, there would be no focus for youngsters and they would turn to some other game."

"What is important is that the star players, who are fundamental to creating the game's interest, have a responsibility to behave well."

Johansson has been sharply disappointed by the standard of refereeing during the past fortnight and considers that there should be a ranking list among the referees — that if the best ten all come from two countries, then they should be used, rather than distributing the "honour" evenly among referees from many countries.

The imminent new regulation prohibiting passing back to the goalkeeper, to be introduced next month, is seriously insufficient, in Johansson's opinion. Penalties against players feigning injury must be much more severe.

"In some instances, there should be not just a yellow card but a red card," Johansson said. How can the referee accept the protest abuse? "Every player feigning injury should receive a yellow card, but the referee should have the guts."

On two occasions in Germany's semi-final against Sweden, German players collapsed to the ground, though with a broken bone, only to get up and walk away moments later.

The standard of the Spanish referee in Denmark's semi-final against Holland was abysmal. Not only did he fail to book Koeman and Rijkaard for disgraceful fouls on Poulsen and Laudrup just before half-time, but he was continually getting in the way of play in the middle of the field, three times being struck by the ball and regularly requiring players to dive round him as an additional opponent. The time for two referees in football, as in almost all other team sports games, is long overdue.



Student of the game: Johansson has learned in Sweden



giving England the championships in four years time," Johansson said yesterday.

"The first response to that in the past two weeks has not been very happy. Yet the fact is clear that at these events there is a clear distinction between football fans and professional criminals. I have seen English and Dutch supporters having a beer together and when violence has occurred it has not been something gradual, but has followed a distinct signal. Organised violence has nothing to do with football and should not make us vindictive towards the English association."

Johansson is annoyed at the focus of both television and the written press on comparatively isolated incidents and witnessed persistent attempts by one television channel to claim that there had been chaos in Stockholm, with police repeatedly denying that this was so.

"The police had things under control almost all the time," Johansson said. His intention is to encour-



IT'S ABOUT STAYING AHEAD OF THE GAME.

THE TIMES
CRICKET

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RAPID CRICKETLINE SECOND XI CHAMPIONSHIP: Rochester, Derbyshire v Kent. Shifden: Durham v Warwickshire. Pontarddulais: Glamorgan v Sussex. Harrow: Middlesex v Worcestershire. Bradford: Yorkshire v Lancashire. Tadworth: Nottinghamshire v Northamptonshire. The Oval: Surrey v Gloucestershire.

OTHER SPORT

CYCLING: Isle of Man international week.

POLO: Wiltshire Cup (Cirencester).

SPEEDWAY: Division one Gold Cup: Birmingham v Glasgow. Heat team challenge, third leg: Swindon v Coventry. Oxford v Poole.

TENNIS: All England championships (Wimbledon).

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British contenders prepare for French Open

Faldo retains his lofty ambition

FROM MITCHELL PLATT, GOLF CORRESPONDENT, IN PARIS

NICK Faldo climbed a tree during the United States Open last week and his preparation for the French Open, which starts today at Le Golf National in St Quentin en Yvelines, took him to even loftier heights.

He gave a clinic on the roof of the Galeries Lafayette, a department store in the heart of Paris, although his view of the city was blurred by jet lag. "I've slept so badly since I came back from America," he said.

Faldo stressed that his insomnia does not stem from the regret of failing to win the US Open last Sunday. "I just seem to find it increasingly difficult to get over those transatlantic trips," he said.

"The US Open? It was an uphill week for me from the start. I never seemed I was hitting a lot of putts and it didn't seem that I played great."

"I had a few disasters and didn't do what I had to do in

the last round because I hit some bad shots at bad times."

Faldo has adopted the refreshing philosophy of accepting that all that glitters is not gold. "There are other things in life," he said. "My wife, Gill, has suggested that I should take the week off after a major championship and maybe she has a point."

The French Open attracts Faldo because it is a championship he enjoys — he won in 1983, 1988 and 1989 — and it is now played on a course he regards as one of the best in Europe.

He is also keen to maintain his momentum with the Open championship one month away. "I've got a three-week holiday planned for August," he said. "The thing now is to be ready for Muirfield."

Colin Montgomerie also has the Open on his sights following an excellent effort at Pebble Beach. Montgomerie admitted that, when he had completed his last-round 70,

he thought the title might be his. His disappointment was tempered by what he had achieved in finishing third.

"I know Jack Nicklaus awarded me the title when I finished my round and I can understand why, with the weather worsening. I genuinely thought myself I would win."

The last nine holes I played there rank as the best nine I've ever played. I was one of only three players to break par on the homeward stretch and I'm proud of that."

"I've gone from 35th to 25th in the world rankings and my target is to get into the top 20. I'm also very keen to get to Muirfield now."

Montgomerie arrived in France in style, hitching a lift with Faldo in a private plane from Surrey to the local airfield — a drive and a five-in-one from the 4th hole. He, too, is tired but is at least here. Jose-Maria Olazabal, who failed to avoid the halfway cut at Pebble Beach, has withdrawn.



Tired yet inspired: Montgomerie, third in the US Open, is ready to play in the French Open

Daniel in search of instant success

Munich: Beth Daniel, from the United States, will be attempting to succeed where Nancy Lopez failed in 1987 by winning on her first appearance on the European Tour at the Beuerberg course here today (A Correspondent writes).

Daniel, the winner of 27 titles, is joined by two other Americans, Kris Tschetter and Jane Geddes, the former British Open champion, in the £100,000 European Open championship.

This is the first of the three remaining tournaments that will be played before the European Solheim Cup team is finalised, and of the team that played in the inaugural match two years ago, only Pam Wright, the Scottish professional, is missing.

Last week the organisers of WPG European Tour, which has already been reduced to 11 tournaments, were advised that the promoters of this week's event had ceased trading. A sponsors organisation has since formed to guarantee the prize-money, which has brought relief all round.

FOOTBALL

Howe blames his resignation on travelling burden

BY CHRIS MOORE

I'm leaving them in the lurch."

Had he stayed, Howe would have had charge of coaching and team-selection at Highfield Road with Gould concentrating on scouting and transfers. It is still uncertain whether Gould will now be given the Coventry job on his own.

"I just couldn't face the thought any more of the 150-mile round-trip, up and down the M1, six days a week," Howe said. "It was getting me down even before the day had started and after a month's break since the end of the season, I decided enough was enough."

ITV will pay the Football League £250,000 a match for live coverage of matches next season. That is £60,000 more than first division clubs — they have now left for Premier League pastures — shared per game under the ITV deal that expired at the end of last season.

ITV has agreed to pay the

Football League a basic £24 million over four years for recorded highlights plus three live Rumbelles Cup games per season, but the financial figure will rise significantly higher once live games and overseas sales are taken into account.

Ian Rush, the Wales international, yesterday agreed a £1 million contract that will keep him at Liverpool for another three seasons, ending speculation about possible transfers to other clubs.

Roy Aitken yesterday joined Aberdeen as assistant manager-player in a £100,000 move from St Mirren.

YACHTING

Gatehouse finishes runner-up

BY BARRY PICKTHALL

MARK Gatehouse reached Newport, Rhode Island, late on Tuesday to become the first British finisher in the Europe I single-handed transatlantic race. His second-placed 60-foot monohull yacht, Queen Anne's Battery, crossed the Brenton Tower finish line 46 hours behind Yves Parlier's French winner, Cacolac d'Aquitaine, but was still 11 hours faster than the previous best time for a monohull.

Looking fit and relaxed, Gatehouse said on arrival: "It has been a wonderful tactical race because the conditions were forever changing."

His time would have been better had his yacht not been plagued by problems throughout the 3,000-mile crossing from Plymouth. They began with a broken wind indicator immediately after the start and ended when his yacht became entangled with a lobster pot line moments after crossing the finish. In between, Gatehouse suffered from a succession of blown-out sails and broken winches, and defective electronics and radio equipment.

Five hours before Gatehouse's arrival, race organisers were surprised by the unexpected appearance of Etienne Girotte's small trimaran, Up My Sleeve. The French American and his six-year-old craft posted a time of 16 days 16 hours, which not only broke the class four record by 11 hours, but smashed the Class II and II records as well.

Alan Wynne-Thomas, sailing Cardiff Discovery, which suffered broken halyards on Monday, is expected to be the next finisher.

■ AUCKLAND: Grant Dalton, of New Zealand, and Pierre Fehlmann, of Switzerland, competitors in next year's Whitbread Round the World Race, have agreed to exchange details of their boats.

LATENT FINISHERS: Class I monohulls: 1. Cacolac d'Aquitaine (Y Parler, Fr), 14 days 16h 01m, 2. Queen Anne's Battery (M Gatehouse, GB), 16h 11m; 3. II Monohull (P Herod, Fr), 15h 20m; 4. Dubon Duran (P Herod, Fr), 15h 20m; Class IV monohull: 1. Up My Sleeve (E Girotte, Fr), 16h 16h; Other positions yesterday: 2nd, 16 miles (M Birch, Can), 228 miles, 3rd, Severn Challenge (J Chearney, GB), 415. Monohulls: Cardi Discovery (A Wynne-Thomas, Fr), 11h 10m; Dogcatch (N Burgess, GB), 154; Eric Morgan Greatful (R Tolson, GB), 173.

IN BRIEF

More time request by Krabbe

Katrin Krabbe, the German sprinter, has requested a postponement of this weekend's International Amateur Athletic Federation arbitration panel in London which will rule whether to reimpose a four-year drugs ban imposed by the German athletics federation (DLV).

Krabbe's manager, Jos Hermens, said yesterday that Krabbe and two other eastern German team members involved have not been given proper notice and time to prepare. "They have not even been officially invited to the hearing." They were originally banned for allegedly rigging drug tests. The DLV's legal commission later overturned the ban, because there were too many loopholes in the case.

Two for Japan
Motor racing: Two Formula One races next year will be in Japan, according to the schedule released by Fisa, the governing body, yesterday. The Asian grand prix in Autopolis will be the third event of the year, and will replace the Mexican grand prix from this year, while the Japanese grand prix will be the penultimate race.

Fighter sent off
Fighter union: Peter FitzSimons, the former Australian lock forward, was sent off for fighting as the New Zealanders beat a South Australian Invitation XV 48-18 in Adelaide yesterday. In Tucuman, an Argentine Regional XV beat the touring French 25-23 in a match using the five-point try scoring system.

In dad's footsteps
Boxing: Tracy Patterson, the son of the former world heavyweight champion, Floyd Patterson, stopped Thierry Jacob, of France, after 50 seconds of the second round to win the World Boxing Council super bantamweight title in Albany, New York on Tuesday.

Len Darling
Cricket: Len Darling, a member of Sir Donald Bradman's side in the infamous bodyline series, died in Adelaide yesterday aged 83. Darling played 12 Test matches for Australia, making his debut in the 1932-3 bodyline series.

Spanish double
Hockey: The Great Britain men will play Spain in two matches at the Olympic venue in Terrassa tomorrow and Sunday. The British squad of 18 includes Mayer and Davis, both standing in for the injured Kerly and Batchelor.

Player killed
American football: Eric Andolek, aged 25, of the Detroit Lions, died on Tuesday in Louisiana, when he was struck by a truck as he worked in his front garden.

take your mind for a run

Sometimes the imagination resembles the wings of a flightless bird. It helps make forward progress, but doesn't allow you to soar. Now, you may never have associated a computer with your imaginative powers, but that's because you've never come across the AMBRA range of personal computers. It's not so much what they can do that's impressive, but rather what you can do with them. Take your mind for a run by calling 0800 386386.

AMBRA

IAAF attacked over handling of drug case

Reynolds predicts world record on impressive return

FROM DAVID POWELL, ATHLETICS CORRESPONDENT, IN NEW ORLEANS

WHEN Butch Reynolds coined his slogan "42 in '92", nobody paid much attention. His two-year suspension would not expire until late in the season and Ben Johnson had shown how an athlete returning to competition after drugs is an athlete struggling. But, in the Tad Gormley Stadium here on Tuesday, Reynolds reiterated his intention to break 43sec for 400 metres — his world record is 43.29 — and this time people were listening.

"I'm looking to go 42," Reynolds said after his third victory of the day, two on the track and one in the committee room. "I have just run 44, so I have some improvement to do, but I am very happy with my times so far."

Happiness was an emotion that Reynolds was having to relearn. The last 22 months had been the most depressing of his life. Reynolds has been protesting his innocence ever since he was tested positive for drugs on August 12, 1990, and given a two-year suspension that ruled him out of the Olympics.

By confirming, on Tuesday morning, that it would back down from its insistence that athletes competing against Reynolds in the United States Olympic trials here would be liable to suspension, the International Amateur Athletic Federation (IAAF) left Reynolds with opponents to race against. Had the IAAF held its ground, he may have been running on his own.

Reynolds, who has been randomly drug-tested during his ban, won his first round on Tuesday afternoon in 44.58sec and his second round that evening in 44.68; he was the only athlete under 45 seconds. He was scheduled to appear in the semi-finals last night but was already looking forward to the final.

"Are you going to win?" he was asked and he took only

one word to answer. "Yes." Applause filled the press room because, drug-taker or not, there is strong feeling that Reynolds's appeal against his suspension was handled unjustly.

The IAAF has yet to answer to public satisfaction the evidence put forward by Brad Hunt, Reynolds's manager, which suggests that his athlete is the victim of mistaken identity. An East German woman athlete, whose identity Hunt says he knows but declines to disclose, returned the positive test and not Reynolds, according to Hunt.

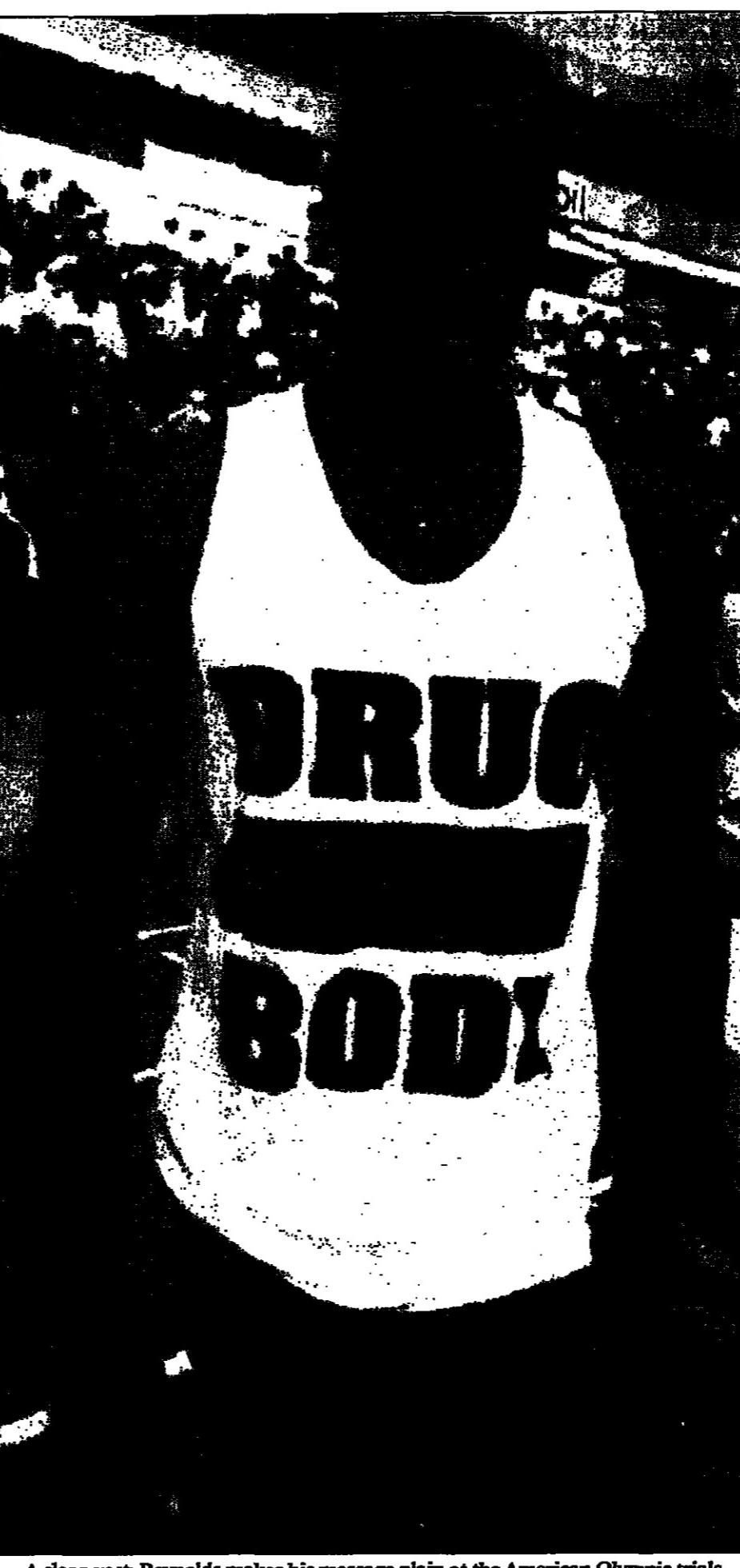
The data analysis from the lab in Paris that declared him to be a user of steroids had circled a number on the form and then misidentified it when they copied the number at the bottom of that form," Hunt said. "They circled H6 [denoting positive sample] and called it H5 at the bottom. Butch was H5 and an East German female was H6. H6 was the positive sample."

Hunt accuses the IAAF arbitration panel, which met in London last month, of dismissing Reynolds's case in such short time that it could not have considered his full defence. On that occasion, Reynolds went with legal backing from The Athletics Congress (TAC), the athletics body in the United States, although TAC's support has faded.

"When TAC's own lawyer left the arbitration hearing, he was crying foul; he was saying this was a sham of an arbitration hearing," Hunt said. "But where is that attorney now that it is getting hot in the kitchen?" We requested to be included on TAC's agenda in their executive committee meeting this morning [Tuesday] and the essence of our request was: "What are you going to do with Butch?" The president of TAC [Frank Greenberg] informed us that

Reynolds says that victory on this issue is as important to the rights of athletes as it is to him. Most of the 31 other athletes in the field had criticised him for his stand putting them at risk, saying he should back down. Nevertheless, after Tuesday, they were making up.

"They came to me one by one and said: 'Butch, I appreciate what you are doing,'" Reynolds explained. "I have every confidence I will be in Barcelona. I have every confidence I will win in Barcelona."



A clean vest: Reynolds makes his message plain at the American Olympic trials

SPORTS LETTERS

Experiments hamper Taylor

From Mr G. Hall

Sir, Graham Taylor was almost everyone's first or second choice as successor to Bobby Robson (who, I think, did a wonderful job). Taylor left Watford to be the England manager via a spell at Aston Villa, and he is still the man for the job. However, he has suffered from too much experimentation.

If you look at the German team, there is a continuing process of gradual change — even when Germany was united into one country, there was not a great deal of change in the world champions' team. If one looks, too, at the great Liverpool, their success is based on gradual change.

When "gradual" became a little more like "wholesale" (in comparative terms), it ended with them some distance behind Leeds and Manchester United in the championship race.

If Taylor needed to experiment, a year should have been enough. He has chopped and changed too much, instead of having a settled side. I hope the lesson has been learned in time for the World Cup or else newspapers will be producing the same headlines as they are now, including those who wanted him as the England manager. Next time, however, they will be justified in their desire, although they are ridiculously premature in their wishing to see the back of him.

Two other points emerged from the European Championship. First, Gary Lineker

Plague of foul play

From Mr Edward Grayson

Sir, The accounts from Gothenburg by Stuart Jones and David Miller (June 23, 24), of the Danish injuries suffered by "the physical, psychological fight", provide a key to understanding how foul play in English professional football has destroyed the artistry with in the game and the teams within it for survival.

Yours faithfully,
G. HALL,
78 Chandos Road,
Borehamwood,
Hertfordshire.

From Mr Chris August
Sir, Whatever the merits or otherwise of Graham Taylor to manage the England football team, it is clear that he has lost the confidence of the sporting public and should accordingly be replaced.

Might this give an opportunity to seek a replacement from outside these islands, someone with a genuine love of the game who would insist on skill as a pre-requisite for selection?

This corroborated the semi-national pioneering work of the Welsh Rugby Union doctor, John Davies, and his Guy's Hospital colleague, Terry Gibson, published as long ago as 1979, that 30 per cent of the rugby injuries referred to their sports clinic were also attributable to foul play.

Maybe then we could watch a side to be proud of for 90 minutes, rather than depend purely on a game's result to earn our respect.

Yours faithfully,
CHRIS AUGUST,
8 Trevian Road, W14.

From Mr J. Iron
Sir, Is it not ironic that the year which sees the formation of the Premier League in domestic football should see the national team relegated to the second division?

Yours faithfully,
JONATHAN IRON,
12 Botfield Court,
Duston, Northampton.

Positive play

From Mr Graham Lloyd

Sir, The scoring system for encouraging adventurous play at major football championships suggested by Mr Foley (Sports Letters, June 18) — three points for a win, one for a score draw, none for a no-score draw — would certainly be an improvement, but he stops short of following his argument through to its logical conclusion.

If the number of points gained should be based on scoring goals, why not do away with points altogether? With only four closely matched teams in each league, more exciting football would inevitably result if league pos-

itions were decided solely by the number of goals scored by each team.

If this approach were adopted, there would be something to play for in every match, even for a team that had lost its first two matches; the team could still qualify if they won their last game by a handful of goals.

Although it may be suggested that this would lead to teams neglecting defence completely, this is unlikely. With only four teams in the league, if a team conceded many goals as well as scoring many, their opponents in that game could still finish ahead.

Yours faithfully,
EDWARD GRAYSON,
4 Paper Buildings, EC4.

Yours faithfully,
JOHN FINGLETON,
19 York House,
Upper Montague Street, W1.

From Mr B. N. Crampton
Sir, I was surprised to read (June 22) that Robin Smith, in the second innings of the Lord's Test, was bowled round his legs by the leg spinner, Mushtaq Ahmed, something that ought not to happen in any class of cricket.

The problem is that batsmen sweeping at a leg break pitching outside leg stump tend to place their left leg straight down the pitch while sweeping to the outside of the pad. Instead, they should place the foot outside leg stump and into the path of the turning ball while sweeping across the front of the pad, so that, should they miss, the ball will

Dutch Gold has followed in

Changing tones in tennis

From Mr Eric Leigh Howard

Sir, I had the pleasure last Saturday of watching Monica Seles practising for the best part of an hour with a male training partner on a grass court at the Hurlingham Club. She was serving and hitting the ball, forehand and backhand alike, apparently with the ferocity for which she is known and quite uninhibited by any match pressure.

Not a single grunt could be heard throughout the period of her play, though rather loud grunting, occasionally upsetting her opponents and certainly irritating her spectators, is one of the features of her matchplay. Could any of your readers offer a plausible explanation of this most unusual (and welcome) silence?

Yours faithfully,
E. LEIGH HOWARD,
3/71a Knightsbridge, SW1.

From Mr G. F. Hastings
Sir, This time last year, Andre Agassi appeared on the centre court at Wimbledon with his underpants protruding lengthily from his tennis shorts.

This year I notice that many

of his confères have adopted that fashion of dressing for battle, while Agassi has taken to wearing a blond ponytail, which is apparently secured to the inside of his cap and doesn't match his real hair at all, let alone his beard.

Next year, I suppose that the rest will be wearing one too. But how will Agassi maintain his eccentric fashion lead?

Yours faithfully,
G. F. HASTINGS.
Rainthorpe Hall,
Tasburgh,
Norfolk.

From Mr K. G. Edmonds
Sir, Am I the only observer of the high-speed servers who can claim that serving from the extreme right and left corners, instead of the off-centre position, can be infinitely more rewarding? A 100mph ball across the extreme boundaries of the court can be more telling, surely, than the narrower alternative.

Yours faithfully,

K. G. EDMONDS.
Kensington,
London Road North,
Poynton,
Cheshire.

Cheshire.

Clean sweep

From Mr John Fingleton

Sir, Memo to England selectors: the latest list of first-class averages (June 24) shows but two of the batsmen to be current members of the England team, and none of the bowlers. Surely there is a message.

Yours faithfully,
JOHN FINGLETON,
19 York House,
Upper Montague Street, W1.

From Mr B. N. Crampton
Sir, I was surprised to read (June 22) that Robin Smith, in the second innings of the Lord's Test, was bowled round his legs by the leg spinner, Mushtaq Ahmed, something that ought not to happen in any class of cricket.

The problem is that batsmen sweeping at a leg break pitching outside leg stump tend to place their left leg straight down the pitch while sweeping to the outside of the pad. Instead, they should place the foot outside leg stump and into the path of the turning ball while sweeping across the front of the pad, so that, should they miss, the ball will

hit the pad and not the wicket.

Adopting this method requires a slightly more upright stance, but brings a double benefit since, from this position, the ball can more easily be kept down and the stroke can be played with little backlift but plenty of wrist movement.

Yours faithfully,

B. CRAMPTON,
Honorary Treasurer,
British Olympic Association,
1 Wandsworth Plain, SW18.

Yours faithfully,

ROBERT WATSON,
Honorary Treasurer,
British Olympic Association,
1 Wandsworth Plain, SW18.

Yours faithfully,

SHARON KYRKE-SMITH,
197 Grove Lane, SE5.

his father's footsteps as an excellent animal and has competed at home and abroad for many years, gaining some excellent results. Indeed, many judges on the Continent give him higher marks than he is awarded at home.

While I offer the team as selected every best wish, I cannot help but think that, by excluding the only member of the squad with any real experience of Olympic tensions and strains, the selection committee have thrown the baby out with the bath water.

Yours faithfully,

SHARON KYRKE-SMITH,
197 Grove Lane, SE5.

Yours faithfully,

Dutch Gold has followed in

One centre insufficient

From the Honorary Treasurer
of the British Olympic
Association

Sir, David Moorcroft (Sports

Letters, June 18) rightly highlights the need for quality medical and physiological support for prospective Olympians if they are to compete successfully at world level.

The BOA was a pioneer in

this direction when it opened its centre at Northwick Park, Harrow, in 1987. Obviously one centre, wherever located, cannot serve everyone. The opportunity, in partnership with the Sports Council and National Sports Medicine Institute, has now arisen to spread the facility nationwide.

The BOA is committed to paying 90 per cent of the premium for all Olympic "passport holders" to have ready access locally for private medical and physiotherapy treatment. The cost of the centre and the insurance would consume more than one third of the BOA's total budget over the next four years.

The BOA has every intention of not only retaining the expertise gained since 1987 in the field of sports physiology, but also developing it further.

We cannot concentrate, in

essence, on five sports (bobsleighing, canoeing, gymnastics, rowing and skiing) at Northwick Park. We must use our available funds through our constituency.

Yours faithfully,

ROBERT WATSON,
Honorary Treasurer,
British Olympic Association,
1 Wandsworth Plain, SW18.

Yours faithfully,

SHARON KYRKE-SMITH,
197 Grove Lane, SE5.

Yours faithfully,

Dutch Gold has followed in

SCHOOLS SPORT

Botham assumes all-rounder's role at Rossall

BY CHRIS DIGHTON

THE shadow of his father casts no fears for Liam Botham, a pupil at Rossall School and the youngest member of the first XI in the school's 148-year history. If anything, the deeds of his father, Ian Botham, the England and Durham all-rounder, had acted as a spur.

Rossall are also looking forward to their 150th anniversary in 1994, when they will take part in the Sir Garfield Sobers Tournament in Barbados, a trip made possible through the links of Robert Atkin, a former minister of Sport who is now at the Northern Ireland office and whose son James is a promising all-rounder at the school.

"I was talking to him about the anniversary and said it would be nice to tour Barbados. He contacted his opposite number, Wes Hall, and the next thing we knew Sir Gary was here helping arrange the tour, holding a clinic and playing golf," Crouch said.

Old boys of the school who are influential in cricket include Bob Bennett, the chairman of Lancashire and England tour manager last winter, Michael Melhus, Rossall captain in 1951 and President of the MCC, and Dennis Silk, who has been on the Rossall School Council and will succeed Melhus at the MCC.

BASKETBALL

Lithuania and CIS share group lead

four earning berths in the 1992 Olympic Games in Barcelona.

Hungary kept up with the pace in group D with an 83-74 victory over Holland.

In other games, Czechoslovakia remained undefeated in group A in Bilbao after overwhelming Ireland 92-55 and Bulgaria defeated Turkey 68-54.

Slovenia beat Sweden 85-74 behind Teoman Alibegovic's 22 points while, in group B in Granada, Latvia thrashed Switzerland 100-76 and Italy got the better of Albania 87-73. France topped Poland 82-73.

In group C in Murcia, Germany followed up their opening night upset of Croatia with an 88-67 victory over Iceland. Henning Harnisch scored 20 points, Greece improved to 2-0 with a 100-58 rout of Portugal.

3.00

WAGNER CLICQUOT

ATHLETICS

BOXING

Oxfordshire outclassed by Lancashire

Watkinson and Atherton press home advantage

BY JOHN WOODCOCK

OXFORD (Oxfordshire won toss): Lancashire beat Oxfordshire by 195 runs

IT TOOK Lancashire until the early afternoon to assert themselves on the Christ Church ground at Oxford yesterday, but they went on to do so in no uncertain fashion. After scoring 134 from their last 15 overs, they then rattled up 128. Watkinson hit seven fours and four sixes in his 82 (51 balls), Atherton five fours in his 108 (159 balls).

The outfield was slow, but the ground looked a picture and the marqueses made sure that it had the air of an occasion. I can remember the wonder of seeing my first Australian team on this ground in 1934, when the University played Bill Woodfull's side. It is the caps I recall as much as the play—the Australians in those baggy green ones they used to wear and Oxford in their harlequins. It was not much more than a year after bodyline, when Douglas Jardine had captained England from under a harlequin

the ball moved around and runs had to be earned.

When Titchard was fourth out at 149 in the 45th over, Oxfordshire were hanging on. But Watkinson, one of our most splendid strikers of the ball, was more than they could manage, and as Lancashire's overs ran out, Atherton piled on the runs. For the fifth wicket these two rattled up 128. Watkinson hit seven fours and four sixes in his 82 (51 balls), Atherton five fours in his 108 (159 balls).

Then Martin of Lancashire bowled. The wicketkeeper would have been better off standing for a while where first slip was. It was still that sort of a day, as conducive to swing as it had been in the morning. But Landau was not prevented from showing the sort of promise that has already attracted Northamptonshire's attention. Aged 21, he is the son of a Dominican, though he was born and brought up in Oxford. Of the young players on show in this match Lancashire's included, none showed a more obvious natural talent.

It all fell rather flat in the end. A genuine Minor Counties side in that all of them play their cricket locally and cast-offs from the first-class counties are disallowed. Oxfordshire held their own until lunch. Lancashire were then 112 for three after 35 overs.

Having tried once and failed, Fowler and Atherton brought off a run-out as early as the fourth over, a direct throw by Johnson from short mid-wicket doing the trick when Fowler was sent back. Arnold bowled a first-rate opening spell (8-3-13-0) with the spires behind him. It was a sultry morning, on which

BY SIMON WILDE

Dorset grateful to two imports

CLONTARF (Durham won toss): Durham beat Ireland by 189 runs

AS NURSERIES of the game go, Dorset must be among the worst run of cricket's creches. In almost 100 years, it has failed to produce an England Test player. Of this season's county cricketers, not one was born within its borders. It is hardly surprising, therefore, that Dorset's part-timers were unable to stretch their illustrious neighbours, Hampshire, in the NatWest Trophy first round yesterday.

They far from disgraced themselves however, giving the holders a long and frustrating time in the field. Hampshire's chief bugbears were the second-wicket pair of Graeme Calway and Tim Richings, who took advantage of a flat pitch to add 180 in 50 overs. Needless to say, both Calway, who scored

105, and Richings, 74 not out, were born outside Dorset. Calway likes to hit the ball hard, especially on the off-side, and Hampshire gave him plenty of scope to do so, only Connor and Marshall keeping a tight line. Dorset's total of 218 for three would have been much larger had they put away more bad balls.

The best-known cricketer to come out of Dorset is probably the Rev Andrew Wingfield-Digby, who last year provided spiritual guidance to the England team.

Yesterday, he was lured out of retirement at the age of 41 and performed with success, bowling tidy and taking the wicket of Middleton.

By the end, though, Hampshire's batsmen had found spiritual nourishment of their own. Terry, who finished the match with successive sixes, helped himself to 103 and Smith to 95 as victory came with nine overs to spare.

Durham dismiss Irish

BY PETER BALL

Botham arrived too late yesterday to see Larkins playing bullishly in his absence. Glendenning, whose century for the then minor county against Glamorgan at this stage of last year's competition, helped establish his career; this time went early, but Larkins and Jones put Durham in control with a partnership of 162 in 35 overs.

Ireland did not help them-



Larkins: impressive

selves. Larkins was dropped on 30 and then again immediately after reaching his half-century. They were expensive misses, Larkins riding his luck to race to his second 50 just past 43 balls.

In all, he hit 15 fours and three sixes to give the 2,000 spectators packed into the tree-lined ground some compensation for Botham's absence. He had batted for 152 minutes when he was finally caught at mid-on by the Irish captain, Warke.

Jones had gone the previous over as Hoey at last got some reward for an excellent spell. Leg spinners are a reviving breed, with Hoey the first to play for Ireland since Godfrey Graham in the late Fifties.

At 230 for six after 53 overs, Ireland could feel quite satisfied with their progress, but then Brien and McEwan broke free. The final total was beyond Ireland, none of the batsmen establishing themselves and Durham getting home with 22 overs to spare.

YESTERDAY'S NATWEST TROPHY SCOREBOARDS

Gloucs v Cheshire

BRISTOL (Cheshire won toss): Gloucestershire beat Cheshire by 204 runs

GLOUCESTERSHIRE

G D Hodges c & b Bell 29
C W J Atten c Bell & b Crowley 57
A J Wright not out 107
M W Maynes not out 95
R J Scammell c & b Crowley 12
T R C Russell not out 13
Extras (b 1, w 5) 16
Total (4 wkt, 60 overs) 272

R J Dawson, C A Walsh, M C Bell, A M Babington and A M Smith did not bat.

TOTAL OF WICKETS: 1-35, 2-119, 3-173, 4-226

BOWLING: Potts 12-1-57-1; Potts 12-0-47-0; Miller 12-1-33-0; Bonwick 5-0-19-0; O'Brien 7-0-33-0; Crowley 12-0-65-0;

Cheshire

T J Bostock c Bell & b Babington 7
T J Crowley c Russell & b Bell 8
J Cockburn c Atteyne & b Walsh 8
D W Varey c Russell & b Babington 10
J L Hume c Bell & b Walsh 10
J Bean c Walsh 9
G Miller c Scott 9
J P Dyer c & b Bell 9
T P A Stirling c Atteyne & b Walsh 14
J F M Morris not out 14
D N Peart c Walsh 14
Bell 14-0-62-0; Crowley 14-0-62-0; O'Brien 14-0-33-0; Crowley 14-0-62-0;

TOTAL OF WICKETS: 1-13, 2-16, 3-16, 4-17, 5-17, 6-24, 7-23, 8-22, 9-21, 10-20, 11-19, 12-18, 13-17, 14-16, 15-15, 16-14, 17-13, 18-12, 19-11, 20-10, 21-9, 22-8, 23-7, 24-6, 25-5, 26-4, 27-3, 28-2, 29-1, 30-0, 31-0, 32-0, 33-0, 34-0, 35-0, 36-0, 37-0, 38-0, 39-0, 40-0, 41-0, 42-0, 43-0, 44-0, 45-0, 46-0, 47-0, 48-0, 49-0, 50-0, 51-0, 52-0, 53-0, 54-0, 55-0, 56-0, 57-0, 58-0, 59-0, 60-0, 61-0, 62-0, 63-0, 64-0, 65-0, 66-0, 67-0, 68-0, 69-0, 70-0, 71-0, 72-0, 73-0, 74-0, 75-0, 76-0, 77-0, 78-0, 79-0, 80-0, 81-0, 82-0, 83-0, 84-0, 85-0, 86-0, 87-0, 88-0, 89-0, 90-0, 91-0, 92-0, 93-0, 94-0, 95-0, 96-0, 97-0, 98-0, 99-0, 100-0, 101-0, 102-0, 103-0, 104-0, 105-0, 106-0, 107-0, 108-0, 109-0, 110-0, 111-0, 112-0, 113-0, 114-0, 115-0, 116-0, 117-0, 118-0, 119-0, 120-0, 121-0, 122-0, 123-0, 124-0, 125-0, 126-0, 127-0, 128-0, 129-0, 130-0, 131-0, 132-0, 133-0, 134-0, 135-0, 136-0, 137-0, 138-0, 139-0, 140-0, 141-0, 142-0, 143-0, 144-0, 145-0, 146-0, 147-0, 148-0, 149-0, 150-0, 151-0, 152-0, 153-0, 154-0, 155-0, 156-0, 157-0, 158-0, 159-0, 160-0, 161-0, 162-0, 163-0, 164-0, 165-0, 166-0, 167-0, 168-0, 169-0, 170-0, 171-0, 172-0, 173-0, 174-0, 175-0, 176-0, 177-0, 178-0, 179-0, 180-0, 181-0, 182-0, 183-0, 184-0, 185-0, 186-0, 187-0, 188-0, 189-0, 190-0, 191-0, 192-0, 193-0, 194-0, 195-0, 196-0, 197-0, 198-0, 199-0, 200-0, 201-0, 202-0, 203-0, 204-0, 205-0, 206-0, 207-0, 208-0, 209-0, 210-0, 211-0, 212-0, 213-0, 214-0, 215-0, 216-0, 217-0, 218-0, 219-0, 220-0, 221-0, 222-0, 223-0, 224-0, 225-0, 226-0, 227-0, 228-0, 229-0, 230-0, 231-0, 232-0, 233-0, 234-0, 235-0, 236-0, 237-0, 238-0, 239-0, 240-0, 241-0, 242-0, 243-0, 244-0, 245-0, 246-0, 247-0, 248-0, 249-0, 250-0, 251-0, 252-0, 253-0, 254-0, 255-0, 256-0, 257-0, 258-0, 259-0, 260-0, 261-0, 262-0, 263-0, 264-0, 265-0, 266-0, 267-0, 268-0, 269-0, 270-0, 271-0, 272-0, 273-0, 274-0, 275-0, 276-0, 277-0, 278-0, 279-0, 280-0, 281-0, 282-0, 283-0, 284-0, 285-0, 286-0, 287-0, 288-0, 289-0, 290-0, 291-0, 292-0, 293-0, 294-0, 295-0, 296-0, 297-0, 298-0, 299-0, 300-0, 301-0, 302-0, 303-0, 304-0, 305-0, 306-0, 307-0, 308-0, 309-0, 310-0, 311-0, 312-0, 313-0, 314-0, 315-0, 316-0, 317-0, 318-0, 319-0, 320-0, 321-0, 322-0, 323-0, 324-0, 325-0, 326-0, 327-0, 328-0, 329-0, 330-0, 331-0, 332-0, 333-0, 334-0, 335-0, 336-0, 337-0, 338-0, 339-0, 340-0, 341-0, 342-0, 343-0, 344-0, 345-0, 346-0, 347-0, 348-0, 349-0, 350-0, 351-0, 352-0, 353-0, 354-0, 355-0, 356-0, 357-0, 358-0, 359-0, 360-0, 361-0, 362-0, 363-0, 364-0, 365-0, 366-0, 367-0, 368-0, 369-0, 370-0, 371-0, 372-0, 373-0, 374-0, 375-0, 376-0, 377-0, 378-0, 379-0, 380-0, 381-0, 382-0, 383-0, 384-0, 385-0, 386-0, 387-0, 388-0, 389-0, 390-0, 391-0, 392-0, 393-0, 394-0, 395-0, 396-0, 397-0, 398-0, 399-0, 400-0, 401-0, 402-0, 403-0, 404-0, 405-0, 406-0, 407-0, 408-0, 409-0, 410-0, 411-0, 412-0, 413-0, 414-0, 415-0, 416-0, 417-0, 418-0, 419-0, 420-0, 421-0, 422-0, 423-0, 424-0, 425-0, 426-0, 427-0, 428-0, 429-0, 430-0, 431-0, 432-0, 433-0, 434-0, 435-0, 436-0, 437-0, 438-0, 439-0, 440-0, 441-0, 442-0, 443-0, 444-0, 445-0, 446-0, 447-0, 448-0, 449-0, 450-0, 451-0, 452-0, 453-0, 454-0, 455-0, 456-0, 457-0, 458-0, 459-0, 460-0, 461-0, 462-0, 463-0, 464-0, 465-0, 466-0, 467-0, 468-0, 469-0, 470-0, 471-0, 472-0, 473-0, 474-0, 475-0, 476-0, 477-0, 478-0, 479-0, 480-0, 481-0, 482-0, 483-0, 484-0, 485-0, 486-0, 487-0, 488-0, 489-0, 490-0, 491-0, 492-0, 493-0, 494-0, 495-0, 496-0, 497-0, 498-0, 499-0, 500-0, 501-0, 502-0, 503-0, 504-0, 505-0, 506-0, 507-0, 508-0, 509-0, 510-0, 511-0, 512-0, 513-0, 514-0, 515-0, 516-0, 517-0, 518-0, 519-0, 520-0, 521-0, 522-0, 523-0, 524-0, 525-0, 526-0, 527-0, 528-0, 529-0, 530-0, 531-0, 532-0, 533-0, 534-0, 535-0, 536-0, 537-0, 538-0, 539-0, 540-0, 541-0, 542-0, 543-0, 544-0, 545-0, 546-0, 547-0, 548-0, 549-0, 550-0, 551-0, 552-0, 553-0, 554-0, 555-0, 556-0, 557-0, 558-0, 559-0, 560-0, 561-0, 562-0, 563-0, 564-0, 565-0, 566-0, 567-0, 568-0, 569-0, 570-0, 571-0, 572-0, 573-0, 574-0, 575-0, 576-0, 577-0, 578-0, 579-0, 580-0, 581-0, 582-0, 583-0, 584-0, 585-0, 586-0, 587-0, 588-0, 589-0, 590-0, 591-0, 592-0, 593-0, 594-0, 595-0, 596-0, 597-0, 598-0, 599-0, 600-0, 601-0, 602-0, 603-0, 604-0, 605-0, 606-0, 607-0, 608-0, 609-0, 610-0, 611-0, 612-0, 613-0, 614-0, 615-0, 616-0, 617-0, 618-0, 619-0, 620-0, 621-0, 622-0, 623-0, 624-0, 625-0, 626-0, 627-0, 628-0, 629-0, 630-0, 631-0, 632-0, 633-0, 634-0, 635-0, 636-0, 637-0, 638-0, 639-0, 640-0, 641-0, 642-0, 643-0, 644-0, 645-0, 646-0, 647-0, 648-0, 649-0, 650-0, 651-0, 652-0, 653-0, 654-0, 655-0, 656-0, 657-

Field-Bus inspired by athletic catching
BY MARK HARRIS

CRICKET

Stewart is unable to halt Surrey decline

BY GEOFFREY WHEELER

WHILE Alec Stewart's Test career is burgeoning, the fortunes of his county, Surrey, show no signs of improvement. Without a win in the championship, Surrey went out of the NatWest Trophy at the first hurdle yesterday, beaten by four wickets by Glamorgan.

Stewart, in his first season of captaincy, made 60, despite a back strain which prevented him keeping wicket, and added 147 in 33 overs with David Ward, whose dashing century in 101 balls included 23 off one over from Adrian Dale. But no liberties could be taken with Steve Barwick, whose five for 26 was his best analysis in the competition.

Surrey, without the injured Martin Bicknell and Rudi Bryson, made Glamorgan work hard to reach 240 and they had only five balls to spare. Matthew Maynard's 87 proved vital.

Although there were some sterling individual performances, none of the minor counties seriously threatened to topple a first-class team, although Scotland batted so well at Taunton that Somerset had to make 246 to secure an eight-wicket victory. Ian Philip, the Scotland wicketkeeper batted through the 60 overs for 102 and shared century partnerships with Bruce Patterson, his opening partner, and George Reifer. Richard Harden made an unbeaten 107 for Somerset.

NORTHAMPTONSHIRE lunched uneasily at 114 for four against Cambridgeshire but David Capel and Kevin

Curran plundered 104 from the last ten overs and Cambridgeshire finished 69 short of their target of 235, despite an unbeaten 104 from Nick Adams, who hit four sixes.

Cheshire, who four years ago were celebrating victory over Derbyshire, were routed for 68 at Bristol where Courtney Walsh, six for 21, and Andy Babington reduced them to 24 for seven in 16 overs after Gloucestershire had made 272 for four. Tony Wright contributing 107.

Allan Donald was nearly as effective as Walsh, taking five for 28 against Staffordshire at Edgbaston, where Warwickshire won by eight wickets. Staffordshire reached 172 for nine largely through the efforts of Simon Myles.

Mark Woodman, an Exeter printer, allowed only 16 runs in his 12 overs at Canterbury where Mark Fleming's 53 from 23 deliveries provided much-needed Kent acceleration against Devon, beaten by exactly a hundred.

Nasser Hussain reached 108 from 92 balls as Essex piled up 361 for eight against Cumberland, whose opening batsman Steve Sharpe scored 75 as they replied with 200 for eight.

There were centuries for Peter Bowler and Chris Adams and five wickets for Dominic Cork of Derbyshire in their win by 141 runs over Berkshire; while Robinson, Leicestershire's recent acquisition, was top scorer with 73 in the win over Norfolk. His former Yorkshire colleagues were scarcely stretched by Northumberland, winning by eight wickets.

Inzamam reveals perfect timing

BY RICHARD STRETON

FENNERS (first day of three; Universities won toss): Oxford and Cambridge Universities, with seven first-innings wickets in hand, are 148 runs behind the Pakistanis

Inzamam drove on both sides of the wicket with casualness and timing which invoked memories for older spectators of Majid Khan's batting on this ground 20 years ago.

Aamir Sohail provided a foretaste of the punishment to come for the bowlers when he made 43 out of 52 in the first ten overs. Sohail was then run out by a direct hit by Hooper from mid-on as he sought a sharp single.

Shoaib Mohammad, Inzamam's rival for a Test place, batted neatly until he lifted a catch to mid-on against Wight, an off-spinner.

Mujtaba was third out driving against the medium pace of Jeh, an Australian of Sri Lankan descent. Zabid Fazal helped Inzamam to add 160 in 28 overs before he drove a return catch to Gallian, another seamer. The Universities always fielded with enthusiasm, something epitomised when Lovell ran back 20 yards to take a spectacular catch to dismiss Moin Khan.

COMMONWEALTH GAMES

Malaysia to protest about Adelaide bid

KUALA LUMPUR: Malaysia said it will protest to the Commonwealth Games Federation (CGF) over what is claimed to be an unusual financial offer by the Australian city of Adelaide in its bid to host the 1998 Commonwealth Games.

Malaysian officials said at the weekend Adelaide had made direct offers to the 66 members of the Commonwealth Games Federation to buy air tickets to travel to Adelaide for the 1998 games.

They said Adelaide's offer, made in May, appeared aimed at enticing teams to vote for the Australian city at the games federation assembly in Barcelona on July 21.

"We treat this kind of campaign seriously," Annuar Musa, the Malaysian Sports Minister, said on Tuesday night. He said Hamzah Abu Samah, the Olympic Council of Malaysia (OCM) president, Hamzah Abu Samah would meet the CGF secretary, David Dixon, next week to lodge a complaint.

The power game plays dividends for Croatian challenger on the centre court at Wimbledon

IAN STEWART



Stretching a point: Ivanisevic plays a forehand during his typical second-round victory over Woodforde yesterday on the centre court

Ivanisevic adds to the entertainment

BY ANDREW LONGMORE
TENNIS CORRESPONDENT

WHERE Goran Ivanisevic goes, madness and comedy will never be far behind. So it was on the centre court yesterday. The Croat served 34 aces, received a code violation for racket throwing, survived one of his traditional brainstorms and played a point entirely with his wrong hand before completing his dotty progress into the third round with a 6-4, 6-4, 6-7, 6-3 win over Mark Woodforde.

He won the wrong-handed point, too, and the game with it, much to the surprise of the Australian, who had prompted the touch of farce by switching from southpaw to Ivanisevic's extremes.

Woodforde knew what was coming, because he had faced Ivanisevic in doubles at Queens two weeks ago. He did not win a point then and he won just seven of Ivanisevic's serve in the first two sets yesterday, one of them being a double-fault.

"I couldn't believe the umpire did not call a let," he said. The bigger surprise was that Ivanisevic did not bang down another ace with his right hand. When he is enthused by the spirit of the centre court, almost anything is possible.

"It is just a great court for serving because it is that little

bit faster than the others. Unless you have played on it, it is difficult to know why it is so special" the No. 10 seed said. His last appearance was in the semi-final against Boris Becker two years ago. In the intervening year, he lost to Nick Brown, which is an adequate summary of Ivanisevic's extremes.

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"I was just out-cannonaded. It's not just the speed of his serve, it's the angle. You

edge one way and it goes the other. At one stage, I could not stop laughing because I had been working on my own serve and it just felt painful in comparison."

Partly out of embarrassment, partly out of desperation, in the sixth game of the second set, Woodforde switched hands. Ivanisevic responded, hit a first serve and then a return before Woodforde dumped a right-handed forehand into the net. "You may as well have a bit of fun if you're being bombarded with serves," he explained.

"You either have to laugh or cry. I would prefer to laugh with all those people out there."

If Woodforde also wanted to break his opponent's notoriously suspect concentration, he failed. In the short term, at least. But the flipside of the Ivanisevic character surfaced soon after. Leading 5-1 in the third set, his first serve vanished inexplicably and with it went his equilibrium. He lost five games in a row, dropped the tie-break on a double-fault and did not emerge

from his trance until he broke to lead 3-1 in the fourth set.

"I couldn't win my serve and I got tight," he explained. Ivanisevic's next assignment is with Marc Rosset, the biggest server of the lot. "It's not going to be an interesting match," Woodforde commented. But, one way or another, and with Ivanisevic you can never tell, it will be over very quickly.

Michael Stich found Amos Mansdorf on court two no laughing matter. The Germans were not good: Boris Becker had gone out in the second round when defending his title in 1987, court two — otherwise known as the "graveyard" — has a reputation for upsets and Mansdorf is just the man to exploit a champion's off day.

He had come within a whisker of beating Edberg two years ago.

To make matters worse, Stich was in one of his grouchy moods, continually questioning calls, berating a ball boy and generally searching for a scapegoat to explain his own inadequacies.

Mansdorf's skidding serve did not help his temper and the No. 3 seed came to within two points of going 2-0 down at 4-5, 0-30 before a desperately nervy volley landed right on the baseline.

Only then did the defending champion resume normal service and a double-fault on the opening point of the tie-break by the hitherto indestructible Israeli summed up the change in fortunes. Woodforde commented. But, one way or another, and with Ivanisevic you can never tell, it will be over very quickly.

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Swede plunders the seed that never was

BY REX BELLAMY

A BIG young Swede with the lean and lissom build of Stefan Edberg and an even closer affinity with Mats Wilander has blasted his way through two rounds of Wimbledon at the cost of one set — in which he had a match point. Yesterday, Magnus Larsson beat Carlos Costa, ranked tenth in the world — a Wimbledon "seed" who never was. They played on court nine, which is as good a place as any to catch the flavour of the first week. The score was 7-5, 6-3, 6-7, 6-4.

This was an engaging spectacle, far richer in its technical and tactical content than many early matches. In addition to the usual wallop of services and vol-

leys, there was much crisp sparring from the baselines and enough lobs, drops, and short angles to silence the critics of grass-court tennis.

Larsson is 6ft 3in tall. He won because he had the heavier artillery and used it well, though better opponents may profit from his comparatively experimental backhand.

Like Wilander, Larsson hits the backhand with two hands or one according to the needs of the moment. Like Wilander, too, he has homes in Vaxjo and Monte Carlo and an easy-going nature. Larsson, aged 22, ranks 37th. This year, he has won respectable tournaments indoors and on clay. Now, he is looking the part on grass and hoping that his match with the champion,

Michael Stich, will be on the centre court. "The closest I've been," Larsson said, "is the players' restaurant."

Costa, aged 24, is from Barcelona and has won good opinions for his play



Costa: expensive errors

and his personality. This year, he had a good run on clay, winning two of four finals and reaching the semi-finals of another tournament. His ambling gait and casual bearing arms well away from the body, as if alert for the challenge to a fast draw in an imminent gunfight, are reminiscent of Charlie Pasarell. But in his tennis, Costa is more of an Ilie Nastase or an Henri Leconte. Within him lurk the mischievous spirits of the artist and the adventurer.

Yesterday, Costa could not quite come to terms with grass. Larsson, and an inherent compulsion to play more tennis than grass permits. He tried too much clever stuff in the forecourt. Those touches were glorious when they came off — some of his volleys expired like the last sigh of a punctured tyre — but expensive when they did not. Larsson sometimes joined in the fun, but with more discretion.

A run of five games gave Larsson the first set and a lead in the second. In the third set, Larsson had a match point at 5-4 but was thwarted by a service winner — and Costa precariously won the tie-break. For a time, Costa looked livelier and more assertive. No wonder. He had been up to his neck in the mire, desperate for some aid to flotation — and had found it. But in the fourth set he was disconcerted by an overrule and, in the next game, lost his service. Inside him, those touches seemed to die. Sweden 3, Spain 1.

Court four was not a happy hunting ground for the British. Yesterday, Petachy's demise, Siddall found that determination and a Jim Courier baseball cap were not enough to beat Claudia Porwick. She lost 6-4, 6-2.

Four was not a happy hunting ground for the British. Yesterday, Petachy's demise, Siddall found that determination and a Jim Courier baseball cap were not enough to beat Claudia Porwick. She lost 6-4, 6-2.

Kevin Curren, the former men's singles finalist and a first-round victim this year, had his pocket hit as well as his pride yesterday when he was fined \$500 for racket game.

The South African-born American, beaten in 1985 by Boris Becker, lost in five sets to Bryan Shelton, also of the United States, on Tuesday. The fine was deducted from his loser's cheque of \$7,364.

■ The British No. 1, Jeremy Bates, a 1,000-1 chance when the tour opened, is now down to 500-1 after his victory over Michael Chang, of the United States on Tuesday. He will come

down to 250-1 if he wins his next match, against Javier Sanchez of Spain, the bookmakers, William Hill, said yesterday.

He started at the same odds offered for the Second Coming or the reappearance of Elvis Presley and is now the same as for the Loch Ness monster turning up.

■ Christine Truman, the winner of the French Open in 1989 and now a tennis commentator, yesterday predicted that Monica Seles will win Wimbledon and add the third leg of the grand slam to her collection, which already includes the Australian and French titles this year.

Navratilova betrays anger

BY OUR SPORTS STAFF

AFTER 12 years on the board of the Women's Tennis Association, Martina Navratilova is angry that none of the younger leading players seems interested in having a say in the way the game is run.

"A lot of the players complain or say this or that should be different, but then you ask them to run for the board and they don't want to do it," Navratilova said yesterday. "It's like you are complaining about who is in office, but you don't go to vote."

Navratilova, nine times the Wimbledon champion, said things have changed since the days when she, Chris Evert and Pam Shriver were deeply involved with the

WTAs. "I wanted to know what was going on, but the players today they talk through their agents," she said. "It's difficult to even talk to somebody and just say, 'What do you think about this?'"

Navratilova was WTA president from 1979-80 and in 1983. The incumbent is Shriver. "Now it's sort of the last of the Mobians with Pam," Navratilova said.

Matches played 20th June 1992

LITTLEWOODS POOLS, LIVERPOOL

27 TOP WINNERS OF OVER \$88,000 EACH

\$3.7 MILLION

TREBLE CHANCE PAYING 6 DIVIDENDS

24 Pts £88,185.20

23 Pts £88,185.20

22 Pts £175.75

21 Pts £88.70

20 Pts £18.85

19 Pts £5.00

18 Pts £2.50

17 Pts £1.25

16 Pts £0.62

15 Pts £0.31

14 Pts £0.16

13 Pts £0.08

- FOOTBALL 28
- RACING 31
- CRICKET 22, 33

THE TIMES SPORT

THURSDAY JUNE 25 1992

Fifth seed knocked out in second round

Sánchez finds Halar has too much power

BY ANDREW LONGMORE
TENNIS CORRESPONDENTResults, page 33
Costa beaten page 33

OLYMPIC preparations can begin a little earlier than she had planned after a surprise second round defeat for Arantxa Sánchez Vicario at Wimbledon yesterday. The Spaniard was beaten 6-3, 2-6, 6-3 by the Frenchwoman, Julie Halar, in a rumbustious match which delighted and enthralled the capacity crowd on court one for a shade under two hours.

In general, upsets are few and far between in the women's singles in the opening week of a grand slam tournament, but Halar showed surprising steel and power to post the first real shock of these championships. Sánchez Vicario is the No. 5 seed and, though still a little hit or miss on grass, is a doughty fighter and, in many ways, a female version of Michael Chang. But, as the American found out the day before, an ability to scramble and a fighting spirit is often not enough on grass.

Halar is an artist in her spare time and appears to have a gentle artistic nature. Though she has reached as high as No. 18 in the rankings, she has tended to fall apart in the face of the very best. But she came to Wimbledon well prepared. "I have been practising at Wenthurst for the past week and on grass in France in the week before I came," she said. "I have been working to improve my serve and my volley and I can now go to the net with more confidence."

She had shown some promise



Sánchez Vicario: loser

100 per cent there. Maybe I should have attacked more at the end."

Halar was not the only Frenchwoman on the rack yesterday. Her compatriot, Nathalie Tauziat, found herself 3-1 down to the young Ukrainian, Natalia Medvedeva, in the second round. Medvedeva is the sister of Andre Medvedev, who played so well to reach the quarter-final of the French Open in Paris, and she has the same confidence, the same power and the same style, if not quite the same stamina. Faced with the prospect of beating the No. 14 seed, she started to freeze and then run out of steam.

From being a break down in the final set, Tauziat won five straight games, serving strongly and mixing her game up well. In contrast, Medvedeva tried to do things which were beyond her scope and she paid the price. Tauziat winning 7-5, 2-6, 6-3.

Four other seeds — Mary Joe Fernandez, Anke Huber, Katerina Maleeva and Monica Seles — reached the third round without mishap. On paper, the No. 1 seed should have had more trouble with the Belgian, Sabine Appelmans, but she simply proved too powerful on the day, while Fernandez, the No. 7 seed, had a tough first set against Nanne Dahlman, of Finland, before coming through to a third round match against Amy Frazier, 7-5, 6-2.

Andre Agassi, of the United States, is to appeal against a code violation handed out during his first-round match with the Russian, Andrei Cheshkov, on Tuesday night. "I didn't feel I said anything that offended anybody, because I didn't think anybody heard," the twelfth seed said. He did admit losing his temper and swearing in the 5-7, 6-1, 7-5 victory.

"I am not that disappointed," she said. "Anything can happen on this surface. She had a good day and I wasn't

Sánchez Vicario can now turn her mind fully to the biggest priority of her year, winning Olympic gold in her home town of Barcelona. Typically, she did not use that as an excuse for her failure. Her expectations on grass are not yet as high as they should be as her chequered record shows. She has reached the quarter-finals twice and been knocked out in the first round three times.

"I am not that disappointed," she said. "Anything can happen on this surface. She had a good day and I wasn't



Double take: Halar has her eyes on victory at Wimbledon yesterday

Drug testing to be introduced

By JOHN GOODBODY

WIMBLEDON will introduce a proper drug-testing programme next year. A meeting yesterday at the All England Club agreed that there should be testing shortly at all leading international tournaments in Britain, using the protocol of the International Olympic Committee (IOC) as tennis is now an IOC sport.

The move follows recent comments by John McEnroe and Steffi Graf, accusing some players of having taken drugs to improve their performances. Graf, who pointed out that she had never been tested, said she wanted more tournaments to be subjected to random sampling.

The meeting was attended by representatives of the International Tennis Federation (ITF), the Association of Tennis Professionals (ATP), the Women's Tennis Association (WTA) and the Lawn Tennis Association (LTA) and the Sports Council.

Ian Cochrane, a member of

the medical commission and management committee of the ITF, said: "A very open discussion took place. There will be further talks to clarify the situation. However, within a very short period there will be a drug-testing protocol in place based on the IOC procedure."

Cochrane, who chaired the meeting, described the attitude of the players' representatives as "very positive". Their biggest worry was the confidentiality of the player.

However, a breakthrough occurred yesterday when the two players' organisations agreed that if someone had taken drugs, leading to a suspension, their names should be published. However, if this occurs, tournament organisers will have the problem of reallocating prize money.

It is expected that about 40 players picked at random will be tested over the Wimbledon fortnight next year, the analysis to be carried out at King's College, London, the IOC-accredited laboratory.

It is expected that about 40 players picked at random will be tested over the Wimbledon fortnight next year, the analysis to be carried out at King's College, London, the IOC-accredited laboratory.

There has been sampling at the last two French open championships because the French government insist that any important sports

event held in its country is subjected to a programme carried out by its officers and at its laboratory.

The ATP and the WTA already have an automatic, nine-month ban for anyone found using anabolic steroids for the first time and a life ban for a second offence. However, for stimulant drugs, such as amphetamines, the organisations have agreed only to continue their policy of disqualification rather than suspension.

This is despite the fact that stimulants can improve a player's performance, possibly depriving a rival of success and money. In addition, if that player were to be found positive for a stimulant during the Olympic Games, he or she would be disqualified immediately.

The players' organisations are still viewing people taking stimulants as having a social problem rather than attempting to cheat their fellow professionals. They only suspend a player if he or she refuses to undergo counselling.

Toogood has another day to remember

BY ALAN LEE, CRICKET CORRESPONDENT

TELFORD (Middlesex won toss); Middlesex beat Shropshire by 145 runs

SEVEN years ago, the University match was hijacked by an Oxford medical student renamed Giles Toogood, who completed the rare double of a century and ten wickets before disappearing from public sporting life. Yesterday, Toogood resurfaced in the colours of Shropshire and took six Middlesex wickets in one of the NatWest Trophy's more remarkable bowling spells.

Toogood, aged 30 and based in Oxford, specialising in transplant work, was playing only his third game for a county who have been disrupted by the acrimonious departure of Paul Prudhoe. The former Worcestershire bowler left with some disparaging remarks about this Telford pitch, which superficially seemed absurd at luncheon yesterday, when Middlesex stood at 184 without loss.

In the final hour of the innings, however, the true colours of an untrustworthy surface were shown. Middlesex lost seven wickets for 84 and Toogood, in his second spell, took six for 27.

The only wicket to elude him was John Carr's, which was poignant for two reasons. Carr was out to the final ball of a spell by a 50-year-old off spinner, Mike Cronin, which Carr doubtless considered preferable to being dismissed by Toogood, his marital best man. Carr and Toogood were at Oxford together, while Carr's subsequent cricket career has been a stop-go affair. Toogood's never started.

"Worcestershire were keen to give me a contract," he said, "and it was not an easy decision to make. But I felt I would never be better than an ordinary county player and I have had no reason to regret going straight into the medical world."

High of action and medium of pace, Toogood gave a memory a mismatch. Although Middlesex fell short of what seemed likely while Haynes and Roseberry were plundering centuries, their 294 was still way beyond Shropshire, and Headley

had to be brought in to bring the score up to 294.

Man of the match: G. J. Toogood (Shropshire).

Umpires: P. B. Wright and D. Fenwicks-Corben.

Easy for Lancashire, page 32
Iezamam's 200, page 33

SHROPSHIRE

J R Jones c Brown b Toogood 101
M A Roseberry c Barnard b Toogood 112
M R Hamprakash c Davison b Toogood 25
J Carr b Toogood 15
R Brown c sub b Toogood 2
P N Weeks c Bryant b Toogood 2
R J Sims not out 13
D Embury b Headley 1
D Headley not out 7
Extras (6 b, 6 w, nb 1) 15
Total (7 wts, 60 overs) 294

N F Williams and A C Fraser did not bat

FALL OF WICKETS: 1-11, 2-22, 3-25, 4-26, 5-29, 6-32, 7-33

BOWLING: Thomas 4-11; Headley 12-84; 1-47; Edmunds 4-11; Cronin 12-84; 1-47; Barnard 12-82; Telford 12-83

G J Toogood 6-11; Brown 6-12; Headley 6-13; Cronin 6-14; Edmunds 6-15; Headley 6-16; Edmunds 6-17; Headley 6-18; Edmunds 6-19; Headley 6-20; Edmunds 6-21; Headley 6-22; Edmunds 6-23; Headley 6-24; Edmunds 6-25; Headley 6-26; Edmunds 6-27; Headley 6-28; Edmunds 6-29; Headley 6-30; Edmunds 6-31; Headley 6-32; Edmunds 6-33; Headley 6-34; Edmunds 6-35; Headley 6-36; Edmunds 6-37; Headley 6-38; Edmunds 6-39; Headley 6-40; Edmunds 6-41; Headley 6-42; Edmunds 6-43; Headley 6-44; Edmunds 6-45; Headley 6-46; Edmunds 6-47; Headley 6-48; Edmunds 6-49; Headley 6-50; Edmunds 6-51; Headley 6-52; Edmunds 6-53; Headley 6-54; Edmunds 6-55; Headley 6-56; Edmunds 6-57; Headley 6-58; Edmunds 6-59; Headley 6-60; Edmunds 6-61; Headley 6-62; Edmunds 6-63; Headley 6-64; Edmunds 6-65; Headley 6-66; Edmunds 6-67; Headley 6-68; Edmunds 6-69; Headley 6-70; Edmunds 6-71; Headley 6-72; Edmunds 6-73; Headley 6-74; Edmunds 6-75; Headley 6-76; Edmunds 6-77; Headley 6-78; Edmunds 6-79; Headley 6-80; Edmunds 6-81; Headley 6-82; 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BOOKS p5
Black dogs of
evil: the new
Ian McEwan
novel



LIFE & TIMES

THURSDAY JUNE 25 1992

APPOINTMENTS
Eleven pages
of top
managerial
jobs



Tuning up for the singsong

National Music Day should be more than a cheap way for the government to present itself as a music patron, says George Hill

A national day on which we are all told to rejoice about some art or pastime or commodity is a day when longstanding lovers of what ever it is are apt to feel an overwhelming impulse to duck out. The worthier the objective, the more one cringes at the invitation to an orchestrated nationwide *allegro vivace*.

At this moment the batons of a thousand conductors throughout Britain are impishly raised to bring us all in on the beat for Sunday's National Music Day. The day has all possible claims to worthiness being backed by the government and by Mick Jagger.

The impulse to play Scrooge is all the stronger on this occasion because some areas of the world of music in Britain are in the throes of grief and uncertainty. A day of celebration at a time like this must seem to many musicians to have the hollow ring of a *dans macabre*.

Publicists claim that Sunday's feast of song is the first day officially dedicated to music in this country. Their memories are short: an attempt was made to foist the same concept on us in 1985, as the climax of the Council of Europe's "European Music Year". It founded on weaknesses in organisation and British mistrust for regimented jollification. The new celebration seems likely to be more successful in resurrecting Britain's claims to be a musical nation. The nationwide list of musical events, now stands at 1,548.

The 19th century German sneer that this country is "a land without music" was never true, even at our low point of musical provincialism in the last century, and it is certainly not true now. But a feeling of inequality is kept alive if only by the prominence of German composers in the concert programme, and by awareness of the far higher levels of public subsidy that professional music enjoys in Germany today.

These feelings are especially high at present, as insecurity rises over expected changes in public funding for the professional arts. Covent Garden, forced by low subsidies to raise prices to levels where it is vulnerable to charges of being elitist, has long been engaged in a depressingly fruitless search for ways of raising its buildings to a standard adequate for the present day needs of an opera and a ballet company. London orchestras were until recently uncomfortably jostling for the capital's limited outlets

All this is to be organised on what the European Community would call the principle of subsidiarity. The day's events are being coordinated by the impresario Harvey Goldsmith and for a £5 registration fee from the organisers of each event, Mr Goldsmith's small team

provides posters and promotion,

and adds the event to the list. Beyond this, the individual organisers will be left to their own devices, bearing their own losses and sorting out their own disasters.

On this occasion, as in 1985, the originator of idea is Jack Lang, the perennial French minister for culture, who beat the ear of Mr Jagger in France last year. Mr Jagger in turn beat that of Timothy Renton, the then arts minister, who forthwith committed his successor, David Mellor, to a day of concerted harmony this Sunday.

"It is meant to be populist and fun and not too terribly serious," says Mr Renton, who will spend part of the day floating in a hot air balloon over his constituency, with two trumpeters from local schools to send fanfares ringing across Haywards Heath. "I hope it will become a fixture in the calendar."

The government put up a small grant of £100,000. Commercial sponsors including Coca-Cola and Carling Black Label are providing publicity and support for major performances. But publicity for the day has been muted because the advertising and pop industries failed to offer support on the scale hoped for.

Some events, including an Albert Hall concert in tribute to Richard Rodgers, and a presentation of

Handel's *Messiah* at Olympia with a cast of thousands, have had to be cancelled or postponed because bookings have proved disappointing. Others, including the Wembley and Glasgow concerts, were planned long before there was any thought of designating a national day. Something of a publicity clash arose after the day was fixed, when date only three days later was chosen for the launch of the six-month European Arts Festival.

John Major's initiative to mark Britain's presidency of the European community.

"The two festivals are totally separate," Mr Renton says. "We had almost no choice, because we attached special importance to choosing Sunday on which schools could easily take part. The presence of so many schools in the day's programme shows how strong the musical life in our schools is, in spite of all the worries and glooms about music teaching."

The place of music in schools is one of the darker shadows in a national musical landscape which many musicians see as having greatly improved over the years, in spite of recent anxieties. "These are great times to be involved in music," says Clive Gillinson, the managing director of the London Symphony Orchestra at the Barbican. "The quality of music making in this country is phenomenal. Our

audiences have been going up and up, and they are far more ready than they were to accept challenging work."

Sir John Manduell, the principal of the Royal Northern College of Music, shares this optimism. "On a comparative basis, we are healthier musically than many other countries. That is something which depends on continued positive encouragement from public as well as private sources."

Charles Morgan, the campaign officer for the National Campaign for the Arts, which has been monitoring the effects of local spending cuts on music teaching in state schools, takes a less optimistic view. "Music has been written into the national curriculum, but only up to the age of 14," he says. "Schools will be under pressure to concentrate on the subjects where all pupils will be carrying on to exam age."

Many musicians fear that music has been given a place in the curriculum at a time when resources to implement its new status are ebbing away. Instrumental teaching is especially at risk, for few schools can justify employing a teacher of their own. Shared arrangements have grown up, which have suffered heavily in budget cuts. Manchester, North Tyneside

and others have cut their manpower in this category by half; Derbyshire has cut its service altogether.

Advanced and experimental pro-

jects are most vulnerable of all. For ten years the well-known Tower Hamlets strings project has brought pioneering methods in strings tuition to 700 primary school children a year in some of London's most deprived boroughs. "We have had to halve our hours of tuition and have ceased to train new teachers," says Robert Neden, the manager of the project. "Without new blood, the whole thing could fizzle out next September."

Music in state schools has been one of Britain's greatest educational success stories over the past 20 years. Teaching has helped to bring down barriers between the classical mainstream and ethnic music and jazz. Continental youth orchestras have to put quotas on their numbers of British players, to give other partners a chance.

National Music Day may itself bring benefit to school music in future years, for a charitable trust has been formed in the hope that there may one day be revenues which can be ploughed back into music teaching.

"Sponsors have quite understandably hung back this year," Mr Renton says. "If anything, we probably have a small deficit at this stage. But if they see it brings

worthwhile publicity, they may decide that it's good news. Then we might be able to endow music scholarships, or fund instruments for loan."

But that is for the future, speculative and probably limited in scale at best. Most of the school groups and ensembles which will perform on Sunday will be demonstrating the success of a system which many see as under threat here and now.

On the surface, National Music

Day is a day of populist fun, and an opportunity for the government to present itself as a patron of music relatively cheaply. But the image of a whole nation making music together embodies a truth which goes deeper than gimmickry. Love of music is very nearly universal. The potential ability to perform it at a more or less presentable standard is almost as widespread. It would be a tragedy if the first national day designed to affirm that Britain is not "a nation without music" proved to mark a high point of achievement from which later years are only able to register a melancholy decline.

TOMORROW

Richard Cork on Spain's greatest living painter

A time to splice and a time to split

PRIVATE LIFE: John Diamond on bad reasons for marriage



Joint chequebook — and because it all started with the wedding, it all becomes part of the same adventure.

The rest of us, the over-the-broomstick lot, get up, tap our partners on the shoulder, make jokey gulping noises, get a minicab

round to the register office, listen to our mates making faux-ironic jokes about what we'll be getting up to tonight, ho-ho, and then come back and do last night's washing-up. We try out the new Mr and Mrs names for a day or two, then realise that our joint chequebook and the marriage deeds are in the old names anyway, and go back to them.

We've done chequebooks a dozen times and deciding on the new name for the hall a hundred. There is nothing new you can tell us about the socks-on-the-bathroom-floor conundrum: the whose-turn-is-it-Waitrose mantra is one that we already know by heart. While newlyweds can set sail on their magical voyage of discovery, our own marital plans mean we are

stuck on the Woolwich ferry arguing about who forgot to bring the packed lunch.

So why do we do it? Nine times out of ten we get married because that's the last thing we should do. I can name a dozen marriages I've been to in the past few years where the ceremony is the only reasonable alternative to splitting up, and where for a hopelessly optimistic moment both parties have convinced themselves that being forced to stay together by decree of the town clerk is preferable to depressing decisions about which party gets the Hendrix records and which gets stuck with Abba. Show me a ten-year relationship waiting in line at the register office and I'll show you a couple toasting each other in halves of Drambuie at the Last Chance Saloon.

Marriage for cohabitantes is a version of all those things that the

— in Mr Pratt's terms — honestly married do, but cheaper. Married couples whose marriage is getting a little frayed around the edges go on second honeymoons, or move house, or have another child, all of which inject some new vigour into their joint life. Unmarried couples get married, which doesn't. Sometimes, it is true, unmarried couples try using the married tactics instead of marriage: ask all those men doing Saturday duty at the local McDonald's how long they lived with the child's mother before they agreed that now was no less a wrong time than any other to have a baby.

There are, I know, exceptions — those who have reached a point in their unmarried state where they need to announce to the world that they are as one, and could the old boyfriends take the hint please and stop phoning up. But then again, I guess that those who have reached that state after all those years of living together are the ones who need the institution of marriage least of all.

Given that the sole function of sociological research is to prove at great cost what we could, each individually have told the researcher if only he'd bothered popping round and asking, it comes as no real surprise to discover that partners who live together transboudoirically before getting married are more likely to finish up in the divorce court.

The explanation? Not religion, surely: any vicar will tell you that most modern white weddings consist of family groups wandering up and down the road in hired frock coats asking strangers whether that gloomy stone building with the pithy bit on the roof is a thong, you know, church.

This week the Rev Edward Pratt, who gathers his flock in Hampshire, announced that he would only marry those cohabiting partners who repented the sin of cohabitation at the altar. Mr Pratt gets no argument from me: that's what churches are for. It's always struck me that the idea of vicars waving fornicators and oxen-cover-

ers into the pews with a cheery "You just carry on, but I hope you don't mind a couple of quick verses of *Come, Ye Faithful, Raise The Strain*" is the theological equivalent of a football referee letting Gazza on to the pitch kitted out in cricket pads and waving a hockey stick. I'm sure that those who repent before marriage have a better chance at it than those who spend their marriage repenting, but then repents have a different chance at all sorts of things than the rest of us.

Perhaps it's that marrying cohabitantes suffer from a lack of commitment. But then aren't the couple who have played mummies and daddies for a while and liked it sufficiently to sign up for the real thing likely to be more committed than those who find something truly in the Pronuptia catalogue or having seen a particularly sleek

number at Moss Bros and then hunt round for a partner to go with it?

Sad though the statistics are, the reason that good cohabitantes make lousy married couples is a matter of bathos rather than pathos. The old-fashioned couple, the ones who meet outside the Gaumont on Tuesdays and the wine bar on Saturdays, the ones whose pre-marital sex life was confined to whatever little you can get away with in a street-parked Sierra, have something to look forward to. They leave their parents' home on the morning of the wedding as children and climb into bed that night as adults. There's so much to play with, and all at the same time: the new house, the giggling joint washing-up sessions, the bed, the



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4 PASSPORT TO FRANCE

Jean-Pierre Coffe detests unnatural food as much as the French public adore him. Josephine Akrill reports

Crusader who knows his onions



HAPPINESS for Jean-Pierre Coffe is a few fresh mackerel simmered in a little muscadet, while a *tartine* spread with homemade jam, he declares, is "poetry on toast".

Mouthwatering eloquence is the trademark of France's latest screen idol, who insists that "*la bonne vie ne coûte pas cher*" (the good life is not expensive). Armed with FF200 and a wicker basket, his Friday-morning shopping-spree in local markets all over France are cult viewing for the millions of drooling *présentateurs* who tune in to Canal Plus's lunchtime chat show, *La Grande Famille*.

Nicknamed the "Zorro de la Grande Bouffe", the 50-year-old former actor leads a single-handed crusade in the name of *le bon goût*, waxing lyrical between puffs of a fat Epicure cigar, on the humble *andouillette*, and dismissing beaujolais nouveau as the "Ben Johnson" of French wines, while advising his viewers on how to choose good, untreated products in the marketplace.

Determined that *la bonne cuisine* should be available to everyone, M Coffe prowls the market-stalls of France from Bordeaux to Strasbourg and Lille to Aix-en-Provence, intent on producing a weekend-worth of gourmet eating for four people, at a mere FF50 a head, *vin non compris*.

Stout, balding and bespectacled, with a monkish halo of grey hair, M Coffe is an unlikely screen star in fashion-conscious France, yet he is daily mobbed in the streets by fans brandishing his latest book, *Au Secours le Gout*.

The passionate debates that ensue range from *foie gras* to frozen peas. "Believe me, I'm not running a campaign against frozen food," insists M Coffe to an enraptured audience. "But you really must learn not to pop in on the *coiffeur* on the way home from the shops, and expect your *petit pain* to survive the heat. *Un peu de respect!*"

Practicality mixed with a touch of the dramatic — he acted alongside Jeremy Irons in *Swann in Love* — is the key to M Coffe's suddenly withdrawn millions of



Jean-Pierre Coffe, the unlikely star: "To be deprived of flavour is to be deprived of your liberty"

francs of advertising after a few scathing words on the subject of the ice-cream industry.

"To be deprived of flavour is to be deprived of your liberty," declares the unrepentant M Coffe. Even the French loaf is, according to him, an endangered species: "I find it intolerable that in a boulangerie you can buy a baguette without knowing whether it's fresh or frozen. In the 14th century, the boulanger whose bread wasn't up to scratch had his stocks burned and was banned from production."

If we did that today there wouldn't be any bread left to eat." Never one to do things by halves, he is currently planning a modest little volume entitled *Guide to 17 million boulangeries in France* to add to his list of three best-selling books, a weekly column in *Elle* magazine, and a spot on a national radio station.

M Coffe brushes aside the suggestion that time may be of the essence when it comes to shopping and cooking. "Our grandparents had six years of leisure time during their lives — we have 23, and what do we do but sit in front of the television? Personally, I prefer a *blanquette de veau* to an American soap opera any day."

"Take a look at the figures — between '91 and '92, sales of cheeses made with unpasteurised milk went up by 12 per cent and those of non-industrial ham by 26

per cent. Two brands of plastic-wrapped lemons went out of business, and the bottom fell out of the entire fat-free market. I'd hate to breach the bounds of modesty, but I think my words may be having some small effect."

In September, M Coffe's culinary crusade gathers momentum, with televised trips to markets all over Europe and a twice-weekly programme trained on the taste buds of France's younger generation, which has been desensitized, he believes, by the decline of breastfeeding. "Every mother's milk has a unique taste, according to what she eats: *my breast*," he declares, "was full of flavour."

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Jam today, but none tomorrow



WHEN IN FRANCE

I tuned into a crackly *Today* programme to hear John Humphrys say that the A4 was closed. A lorry had jackknifed. Contemplating the wide open Gascon countryside, I spared a patronising thought for the troubled British motorist before driving off to the market at Fleurance.

A mile short of the town I pulled up behind a queue of trucks and cars. The road was blocked. Walking towards the problem along the line of vehicles, I heard other drivers shouting to each other about a farmers' protest. Three mechanical diggers were strung out across both lanes.

That they would be there for some time was suggested by a table set out with bread, coffee and several bottles of wine. A hand-painted banner read "Non à la PAC". The slogan is familiar enough. The farmers don't like the Production Agricole Commune or as we know it, the common agricultural policy, with its planned cut in subsidies. In the radical north, the issue is vital enough to cause riots but here in the southwest we're not used to violent demonstrations, or demonstrations of any sort for that matter.

The typical Gascon feels happily remote from what goes on in Paris or Brussels. I thought again about the roadside exhortations to fight the Eurocrats. They are supplemented by posters warning of what will happen if the farmers stay passive. "Mort des Paysans". Have the Gascons been pushed too far?

I asked M Boudier who farms 200 acres, a large holding by local standards. M Boudier, a young man, took over from his father but with the French inheritance laws treating all children on an equal footing he had to raise a big loan to buy out his brother and sister.

"There was no difficulty ten years ago. The banks were happy to lend. Everyone was telling us to grow more food."

But the party was soon over. The Boudier farm became a one-man business. Madame Boudier went back to her old job as a hairdresser.

I told M Boudier of my experience outside Fleurance. The farmers had chosen market day to close off the town. Since they were the first to suffer (with no market their produce could not be sold) the exercise was as effective as a shot in the foot. M Boudier shrugged.

"It is a symbol. An appeal for justice."

Later, I made the point to a fellow motorist as we watched a small force of tractors and harvesters occupying the crossroads immediately ahead of us.

"It's a show of strength. They don't mean us to take it personally."

The motorist wished they would explain that to the man he was supposed to be meeting in minutes.

He stood rooted, glumly contemplating a wasted afternoon.

A demonstrator came over. How long would all this go on for? we asked. "It'll all be over by the end of the week. On Monday, we'll be back to normal."

"Meanwhile," grumbled the other motorist. "I've got to get to Nérac." He

wasn't expecting a response but the young farmer was only too pleased to help.

"Pas de problème. You go back along this road and take the first turning on the right. It's not signed and it's very narrow but if you keep going you'll come to Astarafft and then you are back on the road to Nérac."

I couldn't help asking, "wouldn't it be easier to let us through?"

The young man was clearly shocked.

"Mais, non. That would be absurd."

In Astarafft there was another road block, this one manned by the gendarmerie. As each vehicle approached, its driver was given a briefing on the latest movement of traffic. So here we had a roadblock set up to advise drivers on the position of another roadblock further along the route.

Were we all crazy? The question was put to me by an English visitor who clearly felt the police were failing in their duty to keep the public thoroughfares.

"Country ways are sometimes hard to understand," I said.

The cliché would have sounded more convincing if it had come from a *Gitanes*-smoking wisened rustic. But there weren't any of them around. They were in the fields making up for the time they had lost manning the road blocks.

BARRY TURNER

Hanging beads of le Beausset



LES ACHATS

The wooden-beaded curtain is a practical and decorative Provençal tradition. Some of the most beautiful are made by Cécile and Jean Deruelle in their workshop-boutique in le Beausset, near Toulon.

The Deruelles have been making their curtains by hand for over 15 years. The beads they use are handmade in the Jura mountains in central France, using box wood. This dense wood is unaffected by humidity and develops an attractive patina with age. Mme Deruelle dyes the beads blue, green, brown or red; M Deruelle then threads them onto metal wires to create the designs for which the couple is famous. It takes at least 1,000 beads to create a square metre and 12 hours of work to complete one curtain. Prices start at FF700 (£71) per square metre. *La Carragnole*, 27 Rue de la République, 83330 Le Beausset (tel 010 33 94 70 26). Open every afternoon except Saturday and by appointment.

● PEUGEOT have created a cunning device called Aquafloor, an automatic, battery-powered houseplant watering system which will water as frequently as you wish for up to three weeks. A six metre hose equipped with six dispensers will allow you to water as many as six plants at one time. The device can be programmed to water each plant as often (from once a week to once a day) and as long (from ten seconds to two minutes) as required. Aquafloor by Peugeot. Outillage costs around FF500 and is available from department stores, hypermarkets, good do-it-yourself and garden shops throughout France.

● THE designer Jean-Paul Gaultier has brought out his first range of furniture, based on the theme of *Les Meubles Mobiles*. The furniture is toured by its creator as evoking travels and movement, "to move without going out".



Moving: Gaultier's chest of drawers from suitcases

Chests of drawers are created from leather and chrome suitcases stacked one on top of the other. A ten-drawer chest of ten leather suitcases cost FF69,900. Gaultier's chrome seat upholstered in red velvet with its rubber tyres on either side and licence plates is strangely reminiscent of a wheelchair or crazy motorcycle sidecar and retails at FF51,000. Gaultier House

available from VIA Diffusion 4/6/8 Cour du Commerce St André, 75006 Paris (tel 01 33 1 43 29 39 36).

● ALSATIAN cuisine is famed for its excellence throughout France, and many French gourmets are prepared to travel long distances to savour its distinctive flavours. Strasbourg, with its rambling network of medieval streets, lies at the heart of this haute cuisine paradise and in the *Boutique du Gourmet*, 11 Rue Mercière (tel 010 33 88 32 00 04), you will find *pâté de foie gras* (goose liver seasoned with truffles) made by Georges Bruck, who supplies the top local restaurants. Frick-Lutz, established in 1830 and arguably the best charcuterie in town, offers the wonderful varieties of sausage which, when served with choucroute (boiled pickled cabbage), form the basis for much of Alsatian cuisine. Try cervelas, mettwurst or the local delicacy, *saucisse* de Strasbourg. Frick-Lutz, 16 Rue des Orfèvres (tel 010 33 88 32 60).

SUSAN BELL

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WHEN IN FRANCE

The pride and the penury

Even genteel Bath is not immune from recession, John Young reports

Bath is a city of "world heritage" status, awarded by the United Nations, which also recognises Rome and Florence. As if to prove how special the city is, Bath plays host to an open-air concert given by operatic tenor Jose Carreras this Sunday. The event is to take place in front of Royal Crescent, a combination of sound and spectacle which would be hard to match anywhere and for which 15,000 tickets have been sold.

No doubt the audience will be in a more generous mood than the crowd gathered outside the Guildhall on the night of April 9 to witness the discomfiture of Chris Patten, the Conservative party chairman, as his defeat was announced. The election result was greeted with shock by his supporters but gleeful jeers by others.

Business leaders admit that there were distinct advantages to having an MP who was a power in the land, but they also concede that one of the main reasons why Mr Patten lost was that, rightly or wrongly, he was closely identified with the poll tax and the despised uniform business rates.

The latter has hit Bath, with its preponderance of small businesses and expensive city-centre shops, harder than almost anywhere else in Britain. Add to that the effects of the recession and the decline in the number of free-spending tourists, and the result has been that the city — by its own somewhat privileged standards — has been going through a tough time.

To outsiders, Bath, with its Roman heritage, its glories of Georgian architecture and its spectacular natural setting, may seem to be set on a pedestal above other English cities. They are liable to forget that it is also a large town, with

about 35,000 inhabitants, and carries its share of social, economic, unemployment and housing problems. History and beauty are not enough to sustain a modern community.

Like several other towns in the South West, including neighbouring Bristol, Bath is experiencing the effects of the so-called "peace dividend" and the run-down of the defence industries. Since the Admiralty moved to Bath in the second world war, the defence ministry has been by far the largest employer, and the impending job reductions have forced the city council and the business community to seek ways to diversify.

The council recently published a consultation document on economic development, which sets out the position unequivocally.

"We have to plan for and respond to changing circumstances," it says. "The past year has witnessed a deterioration in the city's economic position."

In the council's view, one of the key elements in any strategy for economic growth and development is for it to be given more control of its own affairs. If, as is widely expected, the planned local government reforms result in the abolition of both the geographical and the administrative county of Avon, both Bath and Bristol should, it is argued, become single-tier authorities and Bath should be expanded to take in the surrounding towns and villages.

Clive Abbott, the council's chief executive, believes that such an authority would be in a stronger position to pursue five main objectives, the first and most important of which is to restore and enhance the city's economic vitality.

Obviously Bath is not somewhere where you can build aircraft carriers," he says. "But on the other hand,



The flow of history: Christopher Furness, assistant chief executive of the city council, sees opportunities in Europe.

we don't want to be solely dependent on tourism. Light engineering is strong and could be stronger, and so are publishing and bookbinding, the nucleus of what I like to call a 'cultural industry'."

The Bath Business Forum, a joint venture by the city council and the chamber of commerce, aims to attract what Chris Furness, the council's assistant chief executive, describes as "quality industry".

The council has also joined forces with the university to establish the Bath European Enquiry Service. Furness says that business needs to recognise both the competition and opportunities that the single European market provides.

The second objective is to improve the quality of the environment. Like every other tourist "honeypot", Bath is plagued by traffic problems, which it feels could be tackled better if responsibility for highways were devolved from a higher authority.

Thirdly, Mr Abbott wants to improve public accessibility to the city's cultural and recreational attractions. The annual Bath Festival should, he says, be a combination of an English Salzburg and a people's carnival, with singing and dancing in the streets.

"But again we want to get control of education and libraries back in our own hands."

Housing is an important issue, partly because high demand has pushed purchase prices and rents close to London levels. Mr Abbott wants to make it easier for people to live in the city centre and acknowledges that young people have been excluded from the housing market to an even greater extent than in other parts of the country.

His fifth concern is to improve community relations. About 7 per cent of Bath's population are of Asian or Afro-Caribbean descent, and they perhaps have greater difficulty than minorities elsewhere in coming to terms with

Bath's enveloping historical presence.

Does Bath perhaps have a problem with its image, being seen as elitist? Mr Abbott agrees that the word "elitism" can be misused to denote snobbery and discrimination as opposed to the pursuit of excellence. "I would hate to be thought elitist," he says.

The council is aware that it has something precious in its keeping. There is something rather endearing about the tables in its annual report showing both the number of listed buildings (5,000) and how many complaints of wasp nests its pest-control team dealt with (1,500). It has got its priorities right.

The very model of a city

How and why did a small medieval walled town become the sophisticated metropolitan resort of the 18th and early 19th centuries? Bath's newest museum, itself housed in a theatrical chapel built by the Countess of Huntingdon in 1765, sets out to explain the building of one of the architectural masterpieces of Europe, Alison Roberts writes.

An hour-long walk around the panels, cases and models takes the visitor from mud shacks to Gothic mansions and covers the creation of Bath from 1700 to 1830. Displays of hand-printed wallpaper jostle with wonderfully named craftsmen's guides such as Batty Langley's *Builder's Jewel* and the authoritative *Chambers Treatise on Civil Architecture*.

Door knockers, flagstones and cross-sectioned sash windows provide an insight into the workings and workers of the Bath family have been donated to the museum by Arthur Canning. Life-size models of craftsmen carving the golden stone show how the tools were used.

Christopher Woodward, principal researcher for the museum, says: "The thing about Bath is that it wasn't designed on a drawing board. It was built by very practical, money-minded people who taught themselves from books and experience on the job, often craftsmen, often businessmen."

In the centre of the chapel there are ten large wooden models of house facades in the different styles found in Bath. Together with a 20 ft-square model of the city itself, they form the centrepiece of the museum exhibits.

"No trip to Bath is complete without a visit to this museum," Mr Woodward says. "If visitors want to know how the Georgian houses were designed and built down to the railings and staircases this is the only place they can find out."



In scale: Polly Hudson with one of the museum's exhibits

Whitehall's plans for changes in local government offer the city council the chance to control its own affairs

Swansong of Avon?

CIVIC self-confidence has never been in short supply in Bath. Thanks to the reorganisation of local government due to start next month that confidence is about to find new expression.

Ever since the Romans created the civic institutions of *Aqua Sulis*, Bath has had a strong desire to run its own affairs. At the dissolution of the monasteries in the reign of Henry VIII, the city corporation bought the lion's share of the monastic lands of Bath Abbey.

The rediscovery of the curative powers of the hot springs by the Georgians and the building of the new city of Bath by John Wood and

others only served to heighten Bath's sense of self-worth.

Today, the government's decision to include Avon among the first counties to be examined in the biggest overhaul of local government for two decades has given Bath the chance to regain its independence.

The review is being conducted by a commission chaired by Sir John Banham, the former director general of the Confederation of British Industry, and has five years to examine the structure of local govern-

ment outside London and the metropolitan areas.

Its brief is to find ways of replacing the existing two-tier structure of county and district councils with a single tier of unitary local authorities responsible for all local services.

Bath has waited almost 20 years for this opportunity to restore municipal self-respect

and Brian Hamlen, the leader of the city council, is looking forward to his first meeting with Sir John and his team.

"There is all-party agreement that Bath should run its

own affairs again," he says. "It would not be fair to say that Avon has done nothing for the city but Bathonians want their city back in their own hands."

Until 1974 Bath, like neighbouring Bristol, was a county borough. The city council ran schools and libraries and was responsible for highways and social services.

The overhaul of local government in April of that year took those responsibilities away from Bath and gave them to the newly created Avon County Council.

To say that Avon has failed to win the loyalty and affection of local people would, in the eyes of many in Bath, be an understatement.

Unfortunately, redrawing the local municipal map will not be that simple, as a joint report from the universities of Bristol and Birmingham, commissioned by Avon, found earlier this year.

It concluded, somewhat to the county council's chagrin, that the best options for the future were either the creation of three new unitary authori-

ties, the status quo but with more powers for the districts or some kind of regional government for the South West with a lower tier of local councils.

This last option has been effectively ruled out by the government's decision to exclude regional government from the brief given to Sir John's commission.

With so little apparent local support for Avon, the option of keeping the status quo also seems unlikely to find favour. There is growing evidence that the first option, creating three new authorities, would best suit local needs.

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Passages of time

Tourists need to stay longer than one night, John Young discovers

As one of Britain's biggest tourist attractions, Bath is in the big league of cities such as York, Oxford and Stratford-upon-Avon. The Roman baths alone attract more than a million visitors a year; tourism earns £120 million a year for the local economy — which comes to nearly £1,500 for each of the city's inhabitants and is estimated to employ more than 3,000 people.

According to Denis Easterby, the director of tourism, about half the visitors are British and about a quarter each from North America and northern Europe, although there are growing numbers from Japan, Australia and New Zealand. But the American market is notoriously volatile, reacting immediately to any international crisis or perceived threat to travellers' safety.

At the beginning of last summer, for example, in the aftermath of the Gulf war, the number of visitors was 30 per cent down on the same period in 1990. But by the end of the season it had largely recovered, and this year shows an encouraging 8 per cent increase.

But, as with many other cities on the tourist route, most visitors are day trippers or stay no more than one night. That is perhaps understandable in the case of the British, but it is argued, if more foreign visitors could be persuaded that Bath is not a place that can be "done" in half a day and that they should adopt a more leisurely approach, local hotels, restaurants and shops

would benefit accordingly. At present, of about two million visitors a year, three quarters come for a day or less and are estimated to spend about £30 million. In contrast, the remaining quarter, who stay longer, spend three times as much, although as a result of the recession there is a decided trend among visitors to seek cheaper places to stay.

A detailed study prepared for the city's marketing department indicates a considerable surplus of accommodation in the city and suggests that hotels, guest houses, bed and breakfast and self-catering apartments could all achieve a substantially higher occupancy rate through an aggressive campaign to attract more long-stay visitors. A new marketing strategy has been devised by Roger Simmons Design Consultancy, which emphasises Bath's unique character and its heritage, culture and architectural splendour.

A separate survey among British visitors indicates clearly that Bath's greatest appeal is to the middle-aged. About half the total are aged between 35 and 54, most of them couples; it is not generally seen as a place for families or young children.

The most popular attractions are the Roman baths, visited by 50 per cent of all tourists, the Pump Room (45 per cent), Bath Abbey (40 per cent) and the museum at 1 Royal Crescent (26 per cent). Almost all those questioned said they wanted to make a return visit, and over a quarter wanted to see more next time. Although there might seem

more than enough already for visitors to see and do, the authorities are anxious to restore Bath's position as a spa.

The Roman baths were closed to swimmers in 1978 after the discovery of an amoeba in the water supply from the hot springs which was considered a possible danger to human health. Scientists now believe that this problem can be overcome, but it will require considerable investment.

Restoration of the magnificent abbey, blackened and corroded by pollution, is on target for completion to mark its 500th anniversary in 1999. An appeal under the patron-

age of the Prince of Wales aims to raise a total of £2,500,000. The local congregation has set out to raise £1 million of that through its own efforts, which goes to show that, even in this supposedly post-Christian age, Bathonians are deeply conscious of their inheritance.

Learning the higher education ropes

IN THE higher education stakes Bath is making up for lost time. Although a natural university city, there was nowhere to take a degree until 26 years ago. John O'Leary writes.

Teacher training, home economics and art and design, in what is now the Bath College of Higher Education, gave the city its first taste of advanced courses. But it was not until

1966 that the university arrived, uprooted from its previous existence as a college of advanced technology in Bristol.

The move was the result of the enterprise of the city council, which came up with the university's spacious campus just as Bristol was demanding its premises back.

Bristol's loss has been Bath's gain, for the university has gained steadily in prestige. The A-level grades of its entrants are the fifth highest in Britain, and last year its graduates had the lowest unemployment rate of all the universities.

A new vice-chancellor arrives from the United States this summer — Dr David Vandelinde, dean of engineering at Johns Hopkins

much of the last year, it seemed that this would include a merger with the college of higher education, but negotiations founders at the last moment.

The university's emphasis on research, exemplified in the appointment of 19 new professors in three years, eventually proved incompatible with the college's priorities in teaching. As a result, the college will pursue its own expansion plans and hopes to award its own degrees.

The college is waiting to hear whether it will be allowed to award its own degrees when the Council for National Academic Awards, its present validator, is wound up. As student numbers rise from 2,000 to 3,000, the college aims to concentrate its activi-

ties on its Newton Park campus, four miles west of Bath, running down its two city sites.

Newton Park, owned by the Duchy of Cornwall, boasts a Georgian mansion, an Elizabethan dairy and the tower of a medieval manor house. The picturesque campus is home to the teacher education students, who represent the largest block of the college's work, as well as to the growing numbers of combined studies undergraduates.

The college's heritage in home economics and creative arts lives on in separate degree courses, while environmental science and food management have also been added. Future developments may include degrees in ceramics and graphic design, as well as a range of masters courses.

Farewell to arms

Decline in the defence industry will have a damaging impact on employment

The biggest shadow hanging over the economic future of Bath is the still unresolved reorganisation of the defence ministry's multifarious operations. The impact of the collapse of communism in the Soviet Union and eastern Europe, and the consequent perception that the West can at long last dare to lower its defences, will be felt in many parts of Britain, but nowhere more so than in the triangle formed by Salisbury Plain, the Dorset coast and the Bristol Channel.

Bath, of all places, might be seen as an unlikely fortress. But the defence ministry, mainly in the form of what used to be known as the Admiralty, has for the past 50 years been by far the city's largest employer. At present it provides about 4,500 jobs, which statistically account for about one tenth of the city's workforce, including those commuting from surrounding areas.

The government's recent decision to centralise defence procurement on a new greenfield site north of Bristol, means that Bath can expect to lose at least 1,000 defence jobs. There are hopes that they will be partly replaced by the relocation of staff from Royal Navy support, but that is by no means certain.

As if to counter the view that

further education — together employ some 3,500 people.

In the boom years the expanding service industries were able to absorb many of those who became redundant in the declining manufacturing sector. However, recently they have been forced to shed labour themselves, with a resulting worrying increase in unemployment.

One of the biggest success stories of recent years has been that of the privately owned Bath Press group, which began life as the Pitman Press. In 1845 Isaac (later Sir Isaac) Pitman, who lived in The Circus, established a book producing plant in two rooms in Nelson Place, employing a staff of 18.

Today the group boasts six subsidiaries under the chairmanship of Tony Fisher, and is engaged in printing, binding, typesetting, process engraving and lithographies.

Other successful and expanding firms include Future Publishing, which produces no fewer than 14 computer magazines; IPL, a computer software company, which began 12 years ago with a staff of three and now employs 250 people; Praxis, another software engineering firm; and Andrew Brownsword, one of Britain's largest greetings card companies.

JOHN YOUNG

Georgian elegance draws the money

THE COMMERCIAL property market in Bath has recently demonstrated its special character, for in the midst of economic difficulty the city has seen a record rent achieved.

Christopher Warman writes.

A rent of £22 a sq ft was agreed for offices at 2 Queen Square in the prime commercial area of Bath, not only a record for the city but putting it £4 ahead of Bristol. The address is admittedly an outstanding one, a Grade I listed office building built in the 1730s and now converted to provide a "21st century office environment" behind the grand facade.

According to John Mulholland of the agent JP Sturge, the best office property is not too price sensitive. If it provides what the potential tenant wants, he is prepared to pay.

Because of the extreme sensitivity of the city planners to development in the heart of the city after the destruction caused in the 1960s and 1970s, and the restrictions they have imposed, the stock of good space is limited.

A total of about 100,000 sq ft of office space is let in Bath each year, and J.P. Sturge alone has already



In style: Seven Dials is built in characteristic Bath stone

let about 45,000 sq ft. That includes 21,000 sq ft at Royalmead, which has been let to the Inland Revenue at an annual rental of £393,000.

The newest, largest mixed office and retail development in the centre of Bath is Seven Dials, next to the Theatre Royal, and is a development by Chartwell Heritage, which

was also responsible for 2 Queen Square.

Seven Dials is constructed in Bath stone and is very much a Georgian lookalike.

Stephen Green, the managing director, says that people come to Bath for specialist shopping

and for the open air ambience aided by the fine Georgian architecture.

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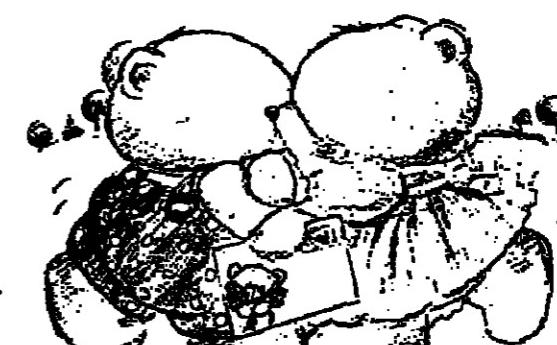
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Will Wellcome be welcomed?

Rightly or wrongly, today's share flotation will depend on the public perception of an anti-Aids drug. Nigel Hawkes reports

Medical research workers are not usually avid readers of the financial pages, but they will certainly be poring over them tomorrow. The offer for sale of shares in Wellcome PLC by the Wellcome Trust could provide the biggest shot in the arm for medical research in Britain for a long time.

The share offer, the precise scale of which is due to be announced by the trust today, is designed to raise capital which could turn the trust, already the biggest private supporter of research in Britain, into a bigger spender than the Medical Research Council.

Getting the share offer away in a nervous stock market could prove a tricky business. For the past few months, both the trust and the drug company — confusingly called the Wellcome Foundation — have been saturating the media with stories designed to present both branches of Wellcome in the best possible light. Earlier this week, the Wellcome Foundation announced a three-year, £1 million programme of support for Aids charities, the cherry on the top of a concerted public relations campaign.

The stakes are high, because the trust is hoping to cash in on a high share price to raise capital which it can then invest elsewhere to produce a higher income. If it succeeds, medical research in Britain could be anything up to £150 million a year better off. Everything depends on how large the offering is, and at what price the markets are willing to swallow it — and that in turn depends on judgments made of Wellcome's drugs and their future prospects.

Since 1986, when the trust sold a quarter of the company at £1.20 a share, the price has soared, largely on the strength of Wellcome's anti-Aids drug, AZT. By February this year the shares were approaching

£12 and the trust decided to sell another tranche, perhaps as much as 50 per cent of the company. Since then the price has fallen to slightly more than £9 in a volatile market, and the advisers are nervous. Could it all go horribly wrong?

Wellcome's strength is in anti-viral drugs, in which it claims some 30 per cent of the market. Its biggest seller is Zovirax (acyclovir), with sales last year of £471 million. Second comes Retrovir, better known as AZT, launched in 1987 and with sales now worth £177 million a year. Irritating as it is to Wellcome spokesmen, who like to emphasise the broad spread of the company's products, much of the

emphasis was this improvement that the trial was terminated early, as it was considered no longer justifiable to deny the control group access to such a promising drug.

Follow-up trials have not shown the same results. An Anglo-French trial called Concorde, which was supposed to end when a clear-cut survival advantage had been achieved, has yet to show any such outcome. Last year a study in the US by the Department of Veterans Affairs failed to indicate that AZT prolonged life, although it did delay the appearance of symptoms.

Richard Peto, of Oxford University, an expert in the analysis of clinical trials, has said that researchers are now coming to "a more pessimistic, a more realistic view of what AZT might achieve".

There is also some evidence that the patients themselves are deserting the drug. A recent study carried out in three American cities by researchers from the US National Centre for Disease Control in Atlanta showed that homosexual and bisexual men prescribed AZT proved unwilling to keep taking the drug because of its toxicity and unpleasant side-effects. This study has yet to be published but a copy has been obtained from the US by Medical Productions, the independent TV company which has made programmes critical of AZT. A team led by Dr Scott Holmberg of CDC looked at the use of AZT by 1,195 men in Chicago, San Francisco and Denver. The conclusion was that although most of the men had been prescribed AZT, many stopped taking it within six months. As a result, Dr Holmberg says, the use of the drug cannot account for the slowing of the rate of advance of the disease in these American cities.

The euphoria about AZT derived from the original study, back in 1986, that appeared to show a dramatic improvement in survival rates among those taking it. So far, however, the drug has not been shown to be effective against Aids. The tests have been carried out by David Fenton, a dermatologist at St Thomas' hospital, London.

Fifteen of his patients used the bile, applying it with a spray to their faces twice a day. In less than two months the acne of 14 of the patients had improved markedly or completely disappeared.

When the patients stopped using the spray, their acne returned in two months. Dr Fenton told delegates at a dermatology conference in Perth, Australia, recently.

An estimated 60 per cent of girls aged 14 to 18 and boys aged 16 to 19 year-old have the disorder, which can afflict not only the face but the back and chest. Some people continue to suffer into adulthood and other victims, free from acne in their teens, can develop it later.

Acne has been linked to truancy and is believed by some experts to be an important factor in a significant number of suicides.

Treatments range from lotions, creams, sun lamp therapy and antibiotics to painful injections to tackle huge cysts on the skin.

The shark bile treatment has been developed by McFarlane Laboratories of Melbourne, Australia, which has refined the bile for human use under the trade name Kertsugo. How it works is not

surge in the share price is accounted for by AZT, though analysts reckon it contributes only 20 per cent of the company's profits, against 55 per cent for Zovirax, which is used to treat shingles, herpes and chickenpox.

The desire to distance the company from reliance on AZT is understandable, for in spite of its status as virtually the only drug for treating Aids, clinical evidence of its effectiveness is not overwhelmingly strong. The initial optimism has given way in recent years to a more cautious attitude, as follow-up studies produce less clear-cut results.

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the back of a medieval manuscript
at the end of the 14th century.
Dutch researchers have
compiled a grammar of the
language, a language that
has been extinct since the end
of the 13th century. The
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According to Ken George,
an amateur at Penzance, South West, and a
protector in the recent revival
of Cornish scholars from
all over the world are now studying
the language, phrasing
and sounds, grammar
and sentence. There are
now about 100 people
who now speak enough to
use it in a conversation in the language.

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With a UK turnover of £200m, our client is the subsidiary of one of the world's leading suppliers of IT services and products. They have a substantial customer base and are enjoying significant new business success in both the public and private sectors.

A major factor in their continuing growth has been the creation of a small, highly focussed business unit dedicated to winning large scale open systems contracts from top European organisations. Based to the west of London, this group now requires 5 additional Senior Account Managers with the ability to secure new business in such key sectors as Financial Services, Retail and Utilities.

Candidates must be aged over 30 with a track record of selling high-value IT services (and possibly products) to major organisations. They must be mature, confident

and self-reliant with the ability to manage lengthy and complex sales campaigns where the "product" is largely intangible but its implications for an organisation are usually far-reaching. Successful applicants will be able to demonstrate credibility at the highest levels of major corporations and be comfortable with a consultative approach to selling. Previous sales management experience may be an advantage.

Our client offers a benefits package which includes a high basic salary, target earnings of £70,000 with no upper limit, choice of 2 litre car and private medical insurance.

Candidates are invited to submit a cv in confidence to David Abbott at the address below fax it to him on 0628 486221 or telephone 0628 481888 if they require further information.

David Abbott
and Partners

Local Government Commission

Chief Executive

An opportunity to make a mark on the map of England

The Local Government Commission for England will shortly begin a rolling programme of structural reviews of local government areas in England, recommending changes to the Department of the Environment.

The Chief Executive will have overall responsibility for oversight of the reviews, management of the Commission and its staff, and for the policy framework within which the Commission carries out its reviews.

The Chief Executive will represent the Commission at meetings with Government Departments, senior local government officials and representatives of interest groups. With the Commission Chairman and Members, he/she will also explain its work to the press, and on radio and television.

An effective decision-maker



and communicator, the successful applicant must have a sense of mission and an outstanding record in senior administrative posts, in highly visible roles. The need to cope with sensitive issues calls for imagination, diplomacy, a sound political awareness and excellent interpersonal, organisational and management skills.

The importance and high profile of this position will be reflected in the salary and benefits package. This is a four year fixed term contract, based in London.

If you are interested, write with your career details, to the Commission's Chairman, Sir John Banham, c/o Recruitment & Assessment Services, Alencon Link, Basingstoke, Hants RG21 1JB, by 10th July 1992. Please quote reference B/1645.

The Local Government Commission offers a unique opportunity to make a mark on the map of England.

Push out the envelope

Product Planning Manager

Product Planning Services

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

ASSISTANT DIRECTOR
OF HIGHWAYS & TRANSPORTATIONEngineering Consultancy Division
Highway House, Ewell (Nr Epsom, Surrey)

£37,704 - £41,475

Surrey County Council is amongst the leaders in moving its services into a competitive environment. The Engineering Consultancy Division is well placed to face the challenge and we require somebody to lead this Division through the significant transformation of its operating Practices and Procedures. The Assistant Director is responsible for the design and construction of Highways and Bridges, Traffic Management, Transportation Modelling, with associated Geotechnical and Laboratory Services. There is a need to develop these services in the competitive environment to make their unique contribution to Local Government in Surrey.



whitehead selection

Managing DirectorFast moving products distribution
M4 corridor
c. £60,000 plus attractive bonus

Already a market leader, the scope for growth for this company is such that revenues and profits could be doubled within five years. Currently turning over in excess of £40m and with healthy profits, the company operates nationwide, providing a fast response, direct delivery service for frequently used products to a wide range of customers.

The brief is demanding and requires contributions across a broad front to achieve the growth and profit targets. Key tasks are: to transform the company culture from operations led to sales and customer service driven; to exploit the potential for additional sales and, particularly, development of national accounts; to use the considerable purchasing power and sophisticated information systems to obtain real competitive advantage.

Aged early 30s - early 40s and of graduate calibre, you must be an experienced general manager with a progressive earlier career in 'blue chip' companies. A good understanding of the demands of a distributive business is essential, together with a successful track record in initiating and driving through change. Well honed skills in sales and marketing, supplier management and finance must be complemented by vision, leadership and energy.

Please write enclosing full CV, quoting Ref. 2138, to Susan Ryder,
Whitehead Selection Ltd, Blagrave House, Blagrave Street, Reading RG1 1QA.
A Whitehead Mann Group PLC Company.

whitehead selection

XDB Systems
UK Managing Director

Managing Director of U.K. operations required for the next DB2 tools mega success story. WE are a leading, US based software vendor with a product range that targets the DB2 and client-server markets. WE market DOS, Windows, OS/2, and UNIX versions and have sold over 25,000 licenses to blue chip companies worldwide. WE now want to strengthen our presence in Europe, starting with a sales and support operation in the Thames Valley area.

YOU are a tenacious, over achiever with a strong desire to lead your own sales and support operation.

XDB

**HUMAN RESOURCES
OFFICER**

Merseyside c £23,000 + BUPA

News International Newspapers Ltd are the publishers of The Times, The Sunday Times, The Sun, The News of the World and Today and are part of the worldwide media group The News Corporation. To help consolidate our position as market leaders, we are committed to a programme of organisational development, involving initiatives in management training, employee relations and communications.

Our Knowsley production plant has approximately 400 employees and currently has a vacancy for a Human Resources Officer.

In this role you will be responsible for providing a high profile Personnel service to production staff and the management team, whilst making a professional input into all Human Resource development issues. There is, therefore, a requirement to work afternoons, evenings and Saturdays.

As a direct involvement in training will be a very important feature of this position, first rate presentation and communication skills are a must. To fulfill the requirements of this role it is also essential that you are a self-starter and able to show initiative.

Suitable candidates will probably be graduates with a minimum of 5 years experience across the personnel and training function.

Interested? Then please write enclosing your curriculum vitae to: Miss Joanne McCarlan, Human Resources Department, News International Newspapers Ltd, Kitting Road, Prescot, Merseyside L34 9HN.

whitehead selection

Director

The Garden Centre Association

c. £35K + package

The Garden Centre Association represents the top garden centres in the country, assisting members to maintain the highest quality standards and improve business performance. In order to continue its excellent work it now seeks a Director with the commercial flair and experience of specialist retailing to develop the Association to its full potential.

As the Association's senior executive, the Director will manage operational and strategic development in addition to representing the Garden Centre Association at national level. The role will include formulating and implementing marketing plans, organising promotional and training events and advising members on a variety of commercial issues.

Candidates must have senior management experience which has encompassed budget accountability and exposure to small, medium and growing retail businesses. Proven marketing and presentation skills, business acumen, initiative and energy will be crucial to the success of this demanding role. The ability to appreciate the aims of this progressive retail trade association and respond to the needs of members will be essential.

Working flexibly throughout the UK from an office base in Reading, the Director will be offered an excellent salary, a car and other executive benefits.

Please write with full CV and current remuneration details to Sarah Gilbert, KPMG Selection & Search, 15 Pembroke Road, Clifton, Bristol BS8 3BG Telephone: (0272) 732291.

KPMG Selection & Search

Managing Director

Property Development

Midlands

As one of the most profitable and successful Plc's operating within the Housebuilding and Commercial Development sectors, our Client is currently seeking to appoint a Managing Director for its Property Development subsidiary.

The position will require the experience of an established Managing Director who is currently seeking a new and challenging opportunity with one of the industry's leaders. Experience in land acquisition and assembly, and the management of major development

schemes, including business parks, will be essential.

Proven practical ability in leading a Board of Directors and sound financial management is essential, with good communication and team building skills also pre-requisites. The remuneration package will include a profit related bonus, quality car and other executive benefits.

Please write/fax sending an up to date curriculum vitae which should include details of current salary to Nigel Beaumont, quoting reference ST/525/NB.

Selection & Search Associates Limited, The Gate House, Bluecoats, Hertford, Hertfordshire SG14 1PB Fax: 0992 500816

ASSOCIATES

c£50,000 package

Consumer Durables

Scotland

Operations Manager-Distribution

For a rapidly expanding world leader with facilities, systems and working practices without parallel. To add intellect and proven experience to the assembly, picking and despatch of a complex matrix of product and customer options for European markets. Market growth and commitment to new products will ensure outstanding challenge and career development within this well known, highly successful global organisation.

THE ROLE

- Reporting to the Director of Distribution, responsible for c.50 people, sophisticated resources and substantial investment budgets.
- To train and develop teams to respond flexibly to customer demands and rigorous quality values within a dynamic, rapidly evolving product sector.
- To research, plan and implement best industry practice, ensuring competitive advantage through improved materials planning, effective resource utilisation, and constant review of performance.

London 071-973 8484
Manchester 061-437 0375

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A Spencer Stuart Company

Please reply, enclosing full details to:
Selector Europe, Ref S1/1000/2M,
Addington Court, Greenacres Business Park,
Sybil Road, Manchester M22 5LG.

whitehead selection

Commercial DirectorFacilities Management
M3 corridor
c. £60,000 plus car

One of the major players in a market growing at more than 20% a year, this £120m turnover company provides systems integration solutions and IT facilities management services to an impressive private and public sector client list.

The successful candidate will be responsible for the commercial direction of the company's Facilities Management business and report to the Divisional Managing Director. The role is broad, encompassing evaluation and negotiation of large sales and purchase contracts, appraisal and execution of acquisitions and joint ventures and enhancement of contractual, legal and commercial standards.

A graduate aged 35-45, preferably with a formal business/financial qualification, you will already be, or will have been, a general manager, commercial manager or senior-level business development specialist in a related business dependent upon astute handling of complex contracts and acquisitions for its success. A record of achievement in adding value to negotiations and ensuring the optimum outcome is essential. Whilst analytical rigour and critical evaluation are the obvious fundamentals, these abilities must be complemented by strong commercial flair, profit awareness and results orientation.

Please write enclosing full CV, quoting Ref. 2137, to Stuart Spindler,
Whitehead Selection Ltd, Blagrave House, Blagrave Street, Reading RG1 1OA.
A Whitehead Mann Group PLC Company.

whitehead selection

**OPERATIONS MANAGER
(DIRECTOR DESIGNATE)**

PERISHABLE FOOD

WEST COUNTRY

Our client is one of the leading players in a growing new market in perishable, cereal-based, products.

To support and capitalise on their key position, the company is looking to make a new senior level appointment of Operations Manager, working closely with the Chief Executive. The brief will be to take over operational control of the existing plant, to supervise new investment in capacity and quality improvement projects, and to contribute to a vigorous NPD programme.

REQUIREMENTS

10-15 years experience in the perishable food processing industry (preferably cereals) including in-depth and up-to-date knowledge of packaging systems and demonstrable success in new product development.

Must be committed to developing TQM throughout the organisation and capable of creating the environment to enable the company to achieve BS 5750.

Confident and proven ability in managing change in location, products and systems, and managing growth in production and personnel.

This is an excellent opportunity to play a key role in orchestrating the future development and success of a dynamic company.

Please write in confidence, with a full cv, to:

Nicky Catts,
Barton Executive Search,
Bere Barton, Bere Ferrers,
Yeovil, Devon, PL20 7JL

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Executive Search

COMPUTER SOFTWARE

**DYNAMIC
TECHNICAL DIRECTOR**

Salary: £60k package

BRISTOL

Our client, a small internationally successful packaged systems provider, requires a dynamic Technical Director for a prestigious main board role.

This position will offer an exceptional level of challenge in supporting the existing product base as well as leading the company in the development of a completely new range of products and services. The Technical Director will be responsible for up to 40 staff, so strong people management skills are vital to success.

The ideal candidate will have had considerable experience and success in commercial software development and also have the vision to take a new product range from concept to delivery.

A detailed understanding of large scale information systems and networks, and the provision of information services in a wide range of media is essential.

Please apply with CV to:
S. O'Gorman
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London W1Y 7DN
or call on 071 434 8763

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City

- Are you a top flight Systems Professional, currently with a business/IT consultancy, or a major financial institution in a leading IT role?

- Are you a high achiever, consistently recognised for the excellence of your contribution and your ability to implement successful projects in pressurised and demanding environments?

- Are you looking for a more challenging slot which will tax you personally and professionally and be the first-class opportunity you deserve?

If you can answer yes to these questions, then my client would like to meet you.

My client currently has vacancies for candidates of the highest calibre to join a group spearheading a move to totally review the contribution of IT to the future direction and focus of the business. These first class opportunities have excellent potential for professional development, and will have a direct influence on operational performance, trading and business profitability.

As a member of this group, the challenge will be to design, develop and manage the projects which will deliver computing power directly into the hands of the users.

These are not positions for those who just want to manage, but opportunities for candidates who have real technical abilities combined with a strong business and end-user

Packages £55-80,000

perspective. Ultimately, you should combine first class technical know-how with the vision to use technology to deliver the best systems in the market.

The technical skill-set required will be an in-depth knowledge of C, Unix & SYBASE developments. You will have been heavily involved in the implementation of applications using this platform and be able to review and provide technical design for team members. Ideally, you should also have a successful record of medium sized project delivery, and be comfortable working at all levels. Applications are also invited from candidates with an in-depth knowledge of Fixed Income processing, covering both front and back office activities, coupled with experience of the investment banking environment.

Candidates must be team players, with the ability to build communication skills and professional credibility to build effective relationships at senior levels.

If you feel that you possess the aforementioned skills, have an excellent educational background, and the drive and ambition to meet the challenge contact KAREN GAY on 071 831 2000 or send details to her at Michael Page Technology, Page House, 39-41 Parker Street, London WC2B 5LH. A first class remuneration package is guaranteed, as is the opportunity to use your business and creative abilities in a truly career enhancing role.

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A unique opening for an exceptional Brand Manager in a world-renowned marketing-led business.

c. £35,000 package

London based

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- A leading international player by any standards.
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- To manage at least one major brand with NPD responsibility.
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HUMAN RESOURCES ADVERTISING

BRITISH MARINE INDUSTRIES FEDERATION

The British Marine Industries Federation represents over 1400 member companies engaged in all aspects of the boating market. It also runs and is responsible for the commercial success of five annual Boat and Equipment Shows.

EXECUTIVE CHAIRMAN

The Federation wishes to appoint a full time Executive Chairman. He will be responsible for:

- developing the Federation's objectives, strategy and values
- achieving the agreed objectives through the Federation's top management team and its staff
- representing the Federation and the industry in senior business and government circles in the U.K. and overseas.

The successful candidate will need to demonstrate at least five years' general management experience profitably running a relatively autonomous business unit. This experience will have included managing a team of senior people who between them will have been responsible for operational, marketing and financial activities. The track record will demonstrate first class people management and public speaking skills.

Salary will be £345,000 plus quality benefits including a motor car.



For a pack containing information about the Federation and a job description, please contact:

Yvonne Stocks, Tel: 0784 473377, Fax: 0784 439678.

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The BODY SHOP
Skin & Hair Care Preparations

**BUSINESS SYSTEMS
MANAGER
MANUFACTURING**

The Body Shop is embarking on a major Business Review and Identification of the future system needs. This will lead to the implementation of fully integrated systems covering all the aspects of a vertically integrated Manufacturing/Logistics/Retail company.

We are seeking I.T. professionals with proven experience in the analysis of Business Requirements in the Manufacturing area and the transforming of these into an I.T./Systems Specification followed by management of the systems selection and successful implementation.

The emphasis will be on providing a business orientated service as well as leading the I.T. projects, with particular emphasis on interpersonal skills.

This is an opportunity to play an influential role in a very successful and exciting company and one which will give the successful candidate ample scope to display his/her Business and I.T. skills.

You will need to display proven experience in Manufacturing, covering the complete Business Analysis cycle, as well as bringing fresh ideas to answer the system needs of our manufacturing environment.

Please forward your C.V. stating current salary, to Company Relations Dept., The Body Shop International PLC, Watersmead, Littlehampton, West Sussex, BN17 6LS.

Closing date for all applications will be 3rd July 1992

The Body Shop aims to be an equal opportunities employer

European Sales Manager

OTE: to £80,000 + car
Location: UK or IRELAND

Frame Technology
The document publishing company

Frame Technology is the leading developer of publishing software. Our principal product, FrameMaker, is used worldwide for creating business and technical documents across multiple platforms. Our corporate headquarters are based in San Jose, California; the European headquarters based in Dublin is supporting the rapidly growing European Market. To take us still further into our European business plan we are recruiting a European Sales Manager.

The ideal candidate will probably be aged between 33-43 with at least 7 years' proven selling success and sales management background preferably within a software multinational company. Regional European experience is essential and language skills are an obvious advantage as there is a need to travel extensively. This position will involve looking after a personal territory as well as managing country managers. Key to our success is the need to endorse third party relationships and further develop our European distribution channel strategy.

Frame Technology is a young, challenging and fast expanding company. We are offering an excellent opportunity for the right person to become a key figure within the organisation.

To discuss this opportunity in the strictest confidence, telephone our advising consultant, Cathy Kay, today, Sunday, between 10am and 4pm or during office hours on 071 734 4010. Alternatively write to her at McGregor Boyall Associates, Sutherland House, 5/6 Argyll St, London W1V 1AD. Fax 071 734 1297. Ref CK/STI

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IT HUMAN RESOURCING

Senior Petroleum Engineer
Scott Development

London

Competitive salary + Car + Benefits

Amerada Hess have a record of achievement in the North Sea culminating in their success in the Scott field. The field incorporates the UK's largest sub-sea development, and will produce some 200,000 barrels of oil per day when it comes on-stream in late 1993. Operations are the key to efficient, optimised production and we now seek an experienced engineer to co-ordinate Petroleum Engineering across the project, based on an in-depth understanding of the field.

To meet its technical development objectives, the project demands the continuous review and adjustment of plans and schedules. To this end, you must be able to respond to emerging project needs, effecting change rapidly. You will be responsible for liaison with the Aberdeen based Operations Group, providing reports and communicating strategies both to senior management and our partners. You will also lead studies to determine the development plan for the nearby South Scott accumulation.

Highly articulate, and with the authority to make your presence felt immediately, you must have between 8 and 10 years' broad-based North Sea experience. This includes petroleum, production and reservoir engineering with detailed sub-sea and drilling expertise. Your competence at individual levels of responsibility should be matched by a team-orientated approach to finding practical solutions.

We offer a highly competitive salary and benefits package, including a fully expensed company car, BUPA, non-contributory pension, share scheme and 5 weeks' holiday. A generous relocation package is also offered where appropriate. In the first instance, please send your C.V. to Jennifer Mack, Projects Services Manager, Amerada Hess Limited, 2 Stephen Street, London W1P 1PL.

HESS

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Helping the best get better!

South East £35k ote plus quality car

As the UK's leaders in improving performance through employee involvement, we are committed to helping the best perform even better. Industrial Motivation enables clients to achieve dramatic improvements in quality, productivity and safety, by increasing the commitment of every employee to individual and corporate excellence.

We are looking for an exceptional sales professional to maximise business potential in the South East of England. Working within both private and public sectors you will be responsible for planning and implementing employee involvement programmes to ensure that our clients achieve maximum benefits.

You should be highly skilled in selling concepts at board level, with a proven track record of achieving challenging goals. Of graduate calibre, with an enthusiastic and positive disposition, you will have excellent presentation skills and a high level of personal and professional credibility.

As a successful and expanding company, we can offer you an exciting product range, excellent prospects and thoroughly professional marketing support. There will also be exceptional earnings potential and a package which includes a quality company car. In addition you will benefit from our strong commitment to training and development.

If you are one of the best and would like to achieve even more, we would like to meet you. Please today, between 10.00am and 4.00pm for an informal discussion or send your c.v. to Robin Walker, Industrial Motivation Ltd, 40 High Street, Thornbury, Bristol BS12 2AJ. Telephone 0454 418855.

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All Barclays employees must comply with the high standards set by our ethical and caring Code of Practice.

**REGIONAL SALES MANAGER
UK/EUROPE**

We are a United States based electronic component manufacturer seeking a Regional Sales Manager to market sales of our products in the U.K. and Continental European audio, telecom, computer and datacom markets.

Responsibilities include motivating and training distributors and sales representatives; developing and achieving sales forecasts for key accounts in the region; aggressively grow and develop our business through expansion of existing accounts, as well as new account development. Based in U.K.; extensive travel required.

Our ideal candidate will have 5-10 years experience in electronic component sales. The majority of this experience should be in the audio/sound market. German language proficiency a plus.

For consideration, please submit resume and salary history to:

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THE ROYAL LONDON NHS TRUST Director of Fundraising

The "Hospital of the East End" delivers medical care and community services to people living and working in East London and the City. An important teaching hospital and first wave NHS Trust, the Royal London combines an ethos of friendly, community-focused healthcare with first class, professional clinical practices. Vital funds are needed to support and grow its activities.

THE POSITION

- ◆ Report to the Trust's Chief Executive. Work closely with the Chairman and Fundraising Committee.
- ◆ Pull together, lead and expand existing fundraising activities. Provide the support, professionalism and flair to maximise potential.
- ◆ Develop and implement fundraising strategy to focus on untapped sources, the corporate sector in particular.
- ◆ Project and promote the Trust's objectives and activities. Raise its profile as a "Centre of Excellence".

QUALIFICATIONS

- ◆ Age open, background flexible. More important are stature, flair, determination and commercial awareness.
- ◆ Sound knowledge of marketing and PR is essential. Some experience of raising funds desirable.
- ◆ Self-starter, good organiser and strong communicator.

Please write, enclosing full cv, Ref SL2292
7 Shaftesbury Court,
Chalvey Park, Slough, SL1 2ER



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Managing Director Industrial Manufacturing

£60,000 + Jaguar

Highly attractive opportunity to manage a market leading manufacturing division within a strong industrial plc

THE COMPANY

- ◆ A £60m turnover division of a listed company providing engineering products to industrial and commercial customers. Profitable.
- ◆ Excellent reputation for design and quality. Expanding with closely controlled costs.

THE POSITION

- ◆ Full profit responsibility for company. Develop market strategy and sales penetration.
- ◆ Improve profitability and control costs. Input into overseas operations, especially in Europe.

Please reply in writing, enclosing full cv.
Reference LL251

NBS, Bennetts Court, 6 Bennetts Hill
Birmingham B2 5ST



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Director Fresh Food Processing

"develop the full potential of a modern production facility"

c £47,500 + car

Reporting to the Chairman, you will bring this purpose built plant to a level of efficiency commensurate with supplying major multiples cost effectively.

A very extensive range of added value products - both branded and own label - is processed by a 300 strong labour force, achieving annual sales of £12m. Additionally, you will be expected to contribute significantly on policy and strategic planning at Board level in this £35m company, which is totally involved in fresh food and which has - within its industry - an enviable growth rate and sound profit record.

You will offer experience of profit responsibility and production in the

supply of added value fresh food products to major multiples, including labour intensive operations, complicated production runs and high production volumes. Additionally you will have personally liaised with major multiples.

The preferred age for this appointment, which has an East Midlands location, is 35-45, although exceptional experience could broaden these parameters.

Interested? Then please forward a comprehensive Curriculum Vitae, quoting reference 2031, to Dennis Fielding, Management Appointments Limited, Finland House, 56 Haymarket, London SW1Y 4RN. Tel: 071-930 6314. Fax: 071-930 9539.



Management Appointments
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Sales Manager - UK

Toiletries/Packaging

To £30,000 + Car + Benefits

Midlands/South

This highly successful company has developed a major share of the packaging market in the UK toiletries sector. An ambitious individual is required to service key accounts and manage business development throughout the UK for their recently formed toiletries division.

THE COMPANY

- ◆ Privately owned international organisation with multi-million pound turnover, operating throughout the world.
- ◆ Manufactures high technology, quality plastics products, supplied to leading manufacturers of toiletries and household goods.
- ◆ Exceptional growth through research and product development, quality and after sales service.

THE POSITION

- ◆ New post to maintain and service key accounts throughout the UK for the toiletries division. Investigate product variation and design improvements with customers.
- ◆ Develop new business opportunities for existing range of packaging and evaluate the market for additional products.

- ◆ Analytical approach to "troubleshooting" and after sales service. Reporting directly to Sales Director based in European mainland, will obtain logistical support from UK commercial subsidiary.
- ◆ Working from home as sole representative for this division in UK. Telephone, fax and computer links will be provided.

QUALIFICATIONS

- ◆ Management experience of servicing major FMCG accounts, ideally plastics packaging or brand/product manager in toiletries sector. Age 30+.
- ◆ Ideally qualified to degree level in engineering or business discipline. A knowledge of European languages would be an advantage.
- ◆ Excellent communication, presentation and sales skills. Self motivated, determined and well organised.

Please write, enclosing full cv, Ref GL1521
78 St Vincent Street, Glasgow, G2 5UB



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Head of Supply Chain Management

Package
£235,000
CAR

Purchasing Manager

Package
£28,000
CAR

FOR FMCG MANUFACTURER
IN NORTHERN ENGLAND

This large, successful and well-known Group is achieving high service levels to the major retail multiples for their strong order book. Further competitive advantage will be gained by formally linking all of the logistics aspects of the business with this new role, Head of Supply Chain Management. From international supply sourcing and negotiation to production scheduling, warehousing and distribution, the responsibility is comprehensive.

Almost certainly a graduate, you will ideally have implemented or enhanced a real time MRP system in a rapid throughput environment or have developed a complex stocking and distribution operation. Commercial skills should be proven, notably in the negotiation of significant contracts. Qualities of leadership, drive and enthusiasm will be fully utilised. Ref. No. (S.T.688).

Through promotion, a team member position of Purchasing Manager exists to control a substantial spend. Working closely with suppliers to cost effectively meet the production demands is a considerable challenge. Ref. No. (S.T.689).

Both positions require the maturity and confidence of experience to meet the high daily demands whilst defining and implementing longer term improvements.

Candidates should send a comprehensive cv or telephone for an application form to Howgate Sable & Partners, Arkwright House, Parsonage Gardens, Manchester, M3 2LF. Tel: 061-839 2000. Fax: 061-839 0064, quoting appropriate ref.

Howgate Sable

SEARCH AND SELECTION: EXECUTIVES AND INDEPENDENT DIRECTORS

Sales Director Designate

CITY

To stimulate our UK branches and develop the challenge of Europe, positively linking these branches with our already successful subsidiaries in the USA and Australia.

Are you currently one of the most influential Sales Managers within the IT service industry?

Do you sell outsourcing, bespoke and contract services by delivering high calibre presentations to the industry's most discerning decision makers, who respect and prefer your views?

Have you a successful track record in training and motivating staff, who follow your direction without hesitation?

Working with the Managing Director, would you appreciate the challenge of a lifetime, where the only limits are your own, with rewards to match?

Current Group turnover £25m with offices in the UK, USA, Australia and with Europe to come.

If you are one of the best and indispensable to your existing company, fax or forward your CV to Mr. R. Kinloch, Managing Director, EuroLink Group Plc, Blenheim House, 56 Old Steine, Brighton BN1 1HH. Tel. No. 0273 722344



EUROLINK
GROUP PLC

Sales & Marketing Director

PROCESS EQUIPMENT FOR WORLD MARKETS

£45,000,
CAR

EAST MIDLANDS

Investment in technology continues to play a major part in the future growth strategy of this major international supplier of process equipment and services. Firmly established as the world's premier leader within their niche markets, the group is represented through a worldwide network.

This new role within a £40m+ division is part of this clearly focused strategy, to both penetrate new markets and to further consolidate the existing customer base. Reporting to the Divisional Director and managing a large, well structured and technically based department, the emphasis is very much on a proactive focusing of the business, and fulfilling a high profile sales role.

With experience and ability being the main criteria for selection, candidates will probably be aged 40-45 and almost certainly a technical graduate with a number of years in the capital process equipment market. A background in either the food, drink or pharmaceutical industry is considered highly desirable.

Strong leadership and interpersonal skills are paramount, coupled with a highly developed commercial and technical awareness.

An excellent package, plus relocation to an attractive part of the East Midlands is offered.

Candidates should send a comprehensive cv or telephone for an application form to Howgate Sable & Partners, Arkwright House, Parsonage Gardens, Manchester, M3 2LF. Tel: 061-839 2000, Fax: 061-839 0064, quoting ref. (S.T.670C).

Howgate Sable

SEARCH AND SELECTION: EXECUTIVES AND INDEPENDENT DIRECTORS

NATIONAL COUNCIL FOR VOCATIONAL QUALIFICATIONS ACCREDITATION & QUALITY ASSURANCE VACANCIES FOR ADVISORS

£19,117-£23,474

£26,129-£30,823

The NCQV is the Government-sponsored body responsible for accrediting and ensuring quality in National Vocational Qualifications (NVQs). Applications are invited for posts in the Accreditation and Quality Assurance Division. A successful applicant will be responsible for advancing bodies which set standards of competence and/or award qualifications on accreditation criteria and procedures, recommending to the NCQV the bodies which should be accredited; monitoring the performance of awarding bodies and other relevant organisations to ensure that high standards of quality are maintained and that there is full compliance with NVQ criteria.

Appointments may be made on either of the following scales: £17,500 plus an inner London allowance of £1,750 payable to staff based at the National Council's headquarters. Short service contracts, normally for 2 years, may be offered and secondments from other organisations will be welcome. Terms and conditions of employment are in line with those of the Civil Service, including a non-contributory pension scheme (except for 1.5 per cent contribution towards dependants' benefits).

For further information and an application form please contact:

Liz Hunter
Personnel Officer
National Council for Vocational Qualifications
London NW1 2BP
(071 728 1863)

closing date for applications Friday 3rd July.
(please do not send CVs)

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- Professional outplacement and career consultants, help you to maximise your potential.
- Get the right job through access to the unadvertised job market.
- Quality services, without frills, include one-to-one counselling.
- Call Brian Ward Liley on 0306-888522 (1pm Sunday or normal office hours for an appointment in LONDON or DORKING).

HEADWAY

Old King's Head Court, High Street, Dorking, Surrey RH4 1AR.
Details available in the IPM Guide to Local and Unlisted Businesses

SENIOR EXECUTIVES
The Pathfinder Partnership are experts at marketing top level executives, particularly in the unadvertised job market. For an informal discussion call us today.

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BRISTOL - 0272 277641
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CAREER ADVISORY CONSULTANTS

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178 Great Portland Street
LONDON WIN 6JU

ASSOCIATE MEMBER

FOUNDER MEMBER

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

Inchcape

Personnel Director - Services

London

With a turnover of some £5 billion and operations in over 60 countries, Inchcape is pre-eminent in international services and marketing. Combining comprehensive global coverage with detailed knowledge of local markets, the group provides high quality service and representation for many of the world's best known companies. Inchcape has recently been reorganised into three global business streams - motors, marketing and services. Services - shipping, buying and testing - constitutes a £400 million business with some 10,000 employees worldwide. The strategy for this group is one of substantial growth organically, by acquisition and by extension into related areas.

Reporting to the Main Board Director responsible for Services, the Personnel Director will have a pivotal role at the heart of this fast-growing and rapidly changing business. Responsibilities encompass all aspects of human resources, though the initial focus will be on developmental issues, including management

ST. JAMES ASSOCIATES

MANAGEMENT SELECTION

32 OLD BURLINGTON STREET, LONDON W1X 1LB FAX: 071-287 2821. TELEPHONE: 071-287 2820.
A GKR Group Company

To £60k + Excellent Benefits

structures, resourcing, training & development and compensation & benefits. A key responsibility will be to ensure that existing skills and structures can be replicated in new locations.

This is an unusually demanding role and the selection criteria will therefore be exacting. First-class, generalist human resources experience is essential, including significant exposure to the USA and, ideally, to Continental Europe and the Far East. Candidates must have held responsibility for a substantial human resources function in a decentralised, results-oriented environment. Strong commercial awareness and a proactive style will be essential for success.

The excellent package includes the usual range of benefits, including performance-related bonus and share options. Interested applicants should write, enclosing a detailed CV, to Roger Howell at the address below, quoting reference number 119.

BIRMINGHAM • BRISTOL
CARDIFF • MANCHESTER

BERNARD HODGES

SELECTION

Griffin House, 161 Hammersmith Road,
London W6 8BS

UK Sales Manager

For technical leader in computer peripherals

£35,000 + Bonus + Car Northern Home Counties

Our client has enjoyed a period of substantial growth due to their technical leadership and their penetration of key market sectors for optical mark reading products in education and health, and for optical scanning products in other key markets. They now seek a UK Sales Manager who, reporting to the Managing Director, will be responsible for developing the selling function within the company. Working in an experienced and close knit management team he or she will, in addition to ongoing sales management, be asked to undertake a full review of sales policies and systems, to develop a product knowledge manual and to build and develop the existing 10 strong sales team. The successful candidate is likely to be aged over 30 and offer:

- a degree or equivalent; a sales or business qualification would be an advantage.
- a successful record in sales of IT or high technology products, preferably with a knowledge of one or more of the education, healthcare or industrial training market sectors.
- at least 2 years sales management experience gained at national, regional or area level.
- an ability to attain targets, to innovate and to motivate.

This is a major opportunity in a company that has an open and democratic management culture where personal development is strongly encouraged. There is a generous reward package and relocation expenses are offered in appropriate circumstances.

Please apply with full CV, current salary details and a covering letter indicating the specific skills and experience which make you suited to this position, to John Gregory at the address below:

SALES DIRECTOR

Salary Package £85,000 + executive car + excellent benefits.
South East

Consistent investment in technology and in people has helped our client to build a phenomenally successful international computer networking operation, responsive to changing customer needs within a dynamic environment. A shared vision of the future has inspired exceptional team spirit.

The resources to achieve planned growth are available, together with a clearly defined strategy, outstanding professional expertise and an unrivalled portfolio of products and services.

Objectives are ambitious, demanding strong commercial leadership and motivation of a structured, professional sales team as well as the ability to develop new and strengthen existing

business. You will be expected to contribute to product positioning and your perception of the marketplace will impact significantly upon long term growth.

Already an accomplished sales manager or director with the ability to enthuse, direct and organise, you will have at least 5 years corporate sales experience at management level within the computer networking arena. Your experience to date will demonstrate strategic planning ability, consistent team achievement and true commitment.

For the successful candidate the route ahead will be demanding, offering exceptional scope for both personal development and financial reward.

INTERPERSONNEL

To apply, please send a comprehensive CV, with work/home telephone numbers, to Sarah Forbes at Interpersonnel, Recruitment Consultants, 33 Earl Street, Maidstone, Kent ME14 1PF.



... FOR
WORLD CLASS
CONSULTANTS

P-E International plc is seeking to expand its management consultancy operations both in the UK and overseas. As a result of increased demand for our services, we now have vacancies for consultants throughout the UK regions, as well as in mainland Europe, the Far East and the USA.

To meet this demand and to help achieve our growth targets for the next decade, we need top quality experienced staff aged between 28 and 40 years, with a good first degree and preferably an MBA, as well as a working knowledge of a second language.

They should have experience at director or senior management level within an organisation in either the public or private sector, or have consultancy experience at this senior level.

If you are interested in these career opportunities with P-E International, please write to David Blore, Managing Director, Management Consultancy, P-E International, Park House, Wick Road, Egham, Surrey TW20 0HW, enclosing your CV, and explaining how you can help P-E to grow its business.

We are particularly seeking candidates with a background in:

- Information Technology
- Quality Systems
- Environmental Management
- Human Resources
- Logistics
- Profit Improvement
- Process Re-engineering

capable of working to the highest standards and flexible enough to work throughout the UK and abroad.

If you meet these criteria and are stimulated by the challenge of working with many of the world's leading companies, P-E can offer opportunities that will be limited only by your ability and ambition. Salary and working conditions will not be a barrier for successful candidates.

P-E International

Account Managers

New Telecommunications Operators - Public Network Systems
OTE up to £45,000, Car, Benefits

As part of an International Group, our Client, a leading vendor to the traditional Telecommunications Industry, is entering a new phase of commercial orientation demanding the selection of a team of highly experienced Account Managers who will focus upon the recently licenced Cable Communications Operators and other new Telecommunications Carriers.

Candidates, ideally in their late-twenties to mid-thirties, will have a good degree and possibly an additional Business or Marketing qualification together with proven expertise and demonstrable success in the marketing and sale of hardware and software solutions to the CATV, Telecommunications or closely related new technology markets. Additionally you will be an entrepreneur with strategic vision and the ability to make things happen in a highly visible environment.

These critical Senior Account Management appointments which offer exceptional opportunities for career development, carry an excellent remuneration package, comprising a good basic salary, performance related bonus, car and additional benefits.

If your commercial acumen and strategic vision enable you to perceive clearly these outstanding opportunities then please contact Stephen Heap or Andrew Evans quoting ref: SH/48 by sending full career details to BTA Cable Comms Recruitment, Hollins House, Hale Road, Hale Barns, Altrincham, Cheshire, WA15 8SN, or telephone 061 980 1389 for an initial discussion. Candidates unable to call during office hours may call 0204 841856 evenings/weekends.

BTA
CABLE COMMS
RECRUITMENT

لهم اذن لاحصل

SALES DIRECTOR
TO £60,000 + BONUS + FULL EXECUTIVE BENEFITS
WEST LONDON

This rare opportunity will be the most significant sales appointment recruited within the UK brewing industry during 1992.

Part of a multi-billion dollar international consumer goods group, the UK brewing company enjoys impressive market shares in its lager products, and through continued marketing excellence brand awareness amongst target consumers is second to none in its market.

Our client is now looking to appoint a truly outstanding Sales Director whose skill and determination will drive the business well beyond the market's expectations. You will have total responsibility to grow all sales activities of the full range of products for both retail and licensed sectors. A key member of the UK Board, you will contribute to the strategic planning of the Company.

Aged 35-45 and of graduate calibre, your experience and ability to direct, motivate and develop a growing sales team must be clearly evident. You will have the freedom to introduce innovative selling systems to aggressively build strong distribution and market share.

Possessing an exceptional track record of sales achievement, your experience will include an in-depth working knowledge of FMCG grocery sales of leading household name brands, combined with a familiarity of the licensed or food service trade sectors.

Strong presence and an influential management style will be deciding factors in your ability to make a marked impact on the culture of this renowned organisation.

If you are keen to work in an environment of excellence please call our Senior Consultant, Steve Simmance or write with full CV to:

NHA

NICK • HEPTONSTALL • ASSOCIATES • INTERNATIONAL • LTD
EXECUTIVE SEARCH & SELECTION

The Riding Court, Riding Court Road, Datchet, Berkshire SL3 9LE
Tel: (0753) 582525 Fax: (0753) 594250

DIRECTORS SEEKING A NEW ROLE?



Demand more than well meaning Career Counselling or Outplacement advice, insist on real direction to your job search based on current market intelligence from the largest outplacement and career management consultancy providing cost effective services to employers and to individuals seeking career progression.

Our subsidiary Interexec accesses over 6,000 unadvertised vacancies annually - mostly between £4,000 and £200,000 p.a. - and makes recommendations from its approved candidate bank without charge.

Call Keith Mitchell on 071-930 5011 for an exploratory meeting without obligation.

Lindsey House, 19 Charing Cross Road, London WC2H 0ES, Fax 071-930 5048

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FAX 071-782 7826

MSL International

CONSULTANTS IN SEARCH AND SELECTION

MSL Group Limited, 32 Aybrook Street, London W1M 3JL. Telephone: 071-487 5000
Birmingham 021-454 8864 • Bristol 0272-276517 • Glasgow 041-248 7700 • Leeds 0532-454757 • Manchester 061-834 2425
Newcastle 091-361 5333 • Nottingham 0602-480400 • All posts are open to men and women**OAG - Managing Director**
(Europe, Africa, Middle East)

providing a marketing focus for an international corporation

SOUTH EAST : c£60,000 + benefits

Official Airline Guides (OAG) with headquarters in the States, is the world's leading provider of data to airlines and a major publisher of information in printed and electronic form for the travel industry and its consumers.

Established over sixty years ago, OAG opened its first international office in the UK in 1977. This office has provided profitable growth and significant penetration of the Europe, Africa, Middle East market. To progress OAG's commitment and strategy to exploit growth in the non-US markets, they now seek to appoint a Managing Director with a strong sales and marketing background to manage the business through its next stage of development.

The role will involve formulating and implementing market-led business strategies to meet the ambitious objectives for the region.

Success calls for the ability to think and plan strategically while providing clear direction and supportive leadership to a highly qualified team of

sales and marketing executives. You will enjoy considerable autonomy and will need the confidence and credibility necessary to build strong relationships with senior management in the corporate office and in key customer accounts.

Candidates will have a strong marketing and sales background and will need at or near board level experience, ideally but not necessarily in the airline industry. An excellent communicator with well developed negotiating skills, you must have international experience and be prepared to travel extensively.

Previous experience of working with a sizeable US parent but based in Europe would be a distinct advantage, as would fluency in European languages other than English, particularly French.

Please send full career and salary details to Ann Rodrigues, by Friday 3rd July. Ref 32091, MSL Group Ltd, 32 Aybrook Street, London W1M 3JL.

MSL International

CONSULTANTS IN SEARCH AND SELECTION

Business Development Director

International Distribution and Logistics

MIDLANDS : Base Salary £55,000 + substantial bonus and benefits package

This key division within a major multi-national distribution and logistics organisation is currently undertaking major strategic expansion in Europe. It provides quality driven, innovative and cost effective business solutions to a predominantly international blue chip client base.

The Business Development Director is tasked with accelerating this process, both in the U.K. and Europe. The position calls for proven personal selling skills at board level, a disciplined financial and commercial approach to contract negotiation, and above all an entrepreneurial flair to identify and secure profitable business ahead of the competition.

Probably over 30, and of graduate calibre, your track record of complex solutions selling will be

outstanding. Areas such as international logistics, integrated systems, or major project/contract management would be most relevant, but more important is the ability to combine an analytical approach to problem solving with high level presentational and negotiating skills, and the will to win.

The responsibility and freedom of the role is reflected in the generous salary and benefits package, which includes a substantial open ended bonus based on personal performance.

To apply, please write with c.v. and current salary details to: Tim Roffe, quoting ref. 37002, MSL Group Ltd., Clinton House, 2-4 Clinton Terrace, Derby Road, Nottingham, NG7 1LY. Tel. 0602-480400 Fax. 0602-480490.

MSL International

CONSULTANTS IN SEARCH AND SELECTION

Marketing & Sales Director

Market Leading Textile Manufacturer

EAST MIDLANDS : c£40,000 + car

Our client is a progressive and profitable company trading internationally in a highly competitive sector. This appointment is to strengthen the management team and drive the business forward into new market and product opportunities.

Reporting to the Managing Director, you will be responsible for creating and achieving sales and profit growth targets through effective leadership and co-ordination of the sales team. Maintaining sound long-term customer relationships to continue the company's success will be a prime task and one demanding an exceptional marketing professional.

Educated to degree level and preferably aged 30 to 40, you should have a proven record of success in marketing to High Street retailer specifiers and selling to manufacturers. At least 5 years' experience within the garment industry is essential, ideally in narrow fabrics or trimmings. A second European language would be a distinct advantage. An energetic, tenacious and thorough style is paramount, together with the ability to lead from the front in setting high operational and personal standards.

Please write with full career details, including current salary, to John Lilley, MSL Group Ltd, Quadrant Court, 50 Calthorpe Road, Edgbaston, Birmingham B15 1TH.

MSL International

CONSULTANTS IN SEARCH AND SELECTION

HR Director - Europe

- New appointment
- Research establishments
- Bilingual English/French
- International dimension

CENTRAL SCOTLAND : c£40,000 + car + benefits

Our client represents the European Research Division of a worldwide scientific and research company, long recognised as a leader in its field. A strong commitment to enlightened and progressive human resource policies, across all operating companies, has created this position. There are around 300 employees in the UK and Continental Europe, engaged in specialised healthcare activities, many highly-qualified in their particular fields.

A seasoned HR professional is needed to provide focus and strategy for the function, incorporating national, international and corporate requirements and will encompass training and development, reward systems, recruitment, employee relations and communications.

A graduate with IPM corporate membership (or French equivalent) is looked for, supported by at least ten years' HR experience in major organisations, some of which will have been with scientifically-oriented companies operating internationally, preferably with a research bias. The ability to converse fluently in both English and French is required.

Negotiable package and worldwide career prospects are on offer from this blue-chip multinational organisation.

Please write - in confidence - to James A Lauder, MSL Group Ltd, Allan House, 25 Bothwell Street, Glasgow G2 6NL. Please quote ref: 14007.

MSL International

CONSULTANTS IN SEARCH AND SELECTION

SENIOR PURCHASING MANAGER

An opportunity for a forward thinking professional to set standards for functional excellence in a new strategic purchasing role.

SOUTHERN HOME COUNTIES

economic developments and their effect on supplier positions. You must also possess strong negotiating, communication and analytical skills. Above all, you will be an innovator, in tune with the latest thinking about the future of the procurement function and able to introduce creative solutions to business problems.

The company has identified potential future career opportunities for the successful candidate and will offer a remuneration package to reflect the importance placed on this position.

To apply please write with CV to

John Sears, Managing Director,

SMCL Oil and Gas Ltd,

2 Queen Anne's Gate Buildings,

Dartmouth Street, London SW1H 9BP.

Fax: 071-222 3445, Tel: 071-222 7733.

SMCL
OIL & GAS RECRUITMENT**MANAGER TECHNICAL SUPPORT AND OPERATIONS**

c£45,000 + BENEFITS CENTRAL LONDON

Our client is a worldwide market leader in global telecommunications who has achieved substantial growth through its commitment to quality of service and technology advancement. As a result of continued success they are looking to appoint an experienced and highly motivated Information Systems professional.

Reporting to the Director of Information your primary role will be to procure, support and manage the technical infrastructure required for the provision of both global services within the group and local services to the UK based departments.

With extensive experience in the computer industry you will be fully conversant with all aspects of technical user support and operations, messaging, datacommunications and telecommunications. Your knowledge will include system architectures, messaging and telecommunications. An understanding of performance metrics and capacity planning is also required.

Strong commercial awareness is necessary for managing negotiations and contracts with external suppliers.

You should have a proven record of sound project management in an international environment. Excellent interpersonal skills and the ability to communicate at all levels are essential.

To apply, please send full career details to: David Jackson, Ref. ST/692/DJ, MSB International, MSB House, 19 The Mall, Bromley, Kent, BR1 1TT.

Tel 081 464 6655. Fax 081 464 5915.

MSB

MSB



MIDLAND NETWORK SERVICES GROWING FROM STRENGTH

In just five years, Midland Network Services has become a major player in the market for managed data networks. Our customer base now encompasses a cross-section of the UK's leading Blue Chip corporates. This success has been achieved through a team of highly skilled and motivated people.

Midland Network Services is now poised for further success in an industry which is projected to grow substantially in the next five years. We are committed to being part of that growth and now wish to strengthen our team by adding the following positions:

Personnel Manager (REF: 9261)

This senior management role which will be responsible for all aspects of human resource management.

Recruitment, training and internal communications are the prime responsibilities together with traditional personnel functions. This role requires an experienced personnel specialist with a recognised professional qualification.

Business Development Manager (REF: 9262)

For this senior marketing appointment, comprehensive business skills and an in-depth experience of marketing or sales are essential.

Educated to degree level or equivalent, you will be expected to research specific industry sectors (retail, financial services etc), determine new markets for managed network services and develop and launch new products and services designed to meet customer needs.

Experience of information technology gained in the retail, leisure or financial services industries would be beneficial.

Sales Professionals Datacommunications (REF: 9263)

For these positions, we are seeking individuals with an entrepreneurial flair and ability to work as part of a closely knit team. Particular strengths should be in managing major accounts or in gaining new business.

A proven track record in datacommunications sales, or with a major hardware supplier are a prerequisite.

For each of the above positions, salaries will be commensurate with qualifications and experience and will include the benefits associated with a quality employer.

Head offices are in Peterborough, where the rich quality of social and recreational life bring their own rewards. Please apply in writing, quoting the reference numbers relevant to the position both on your CV and envelope, to: Sarah-Jane Ball, Midland Network Services Ltd, Trinity Court, Trinity Street, Peterborough, PE1 1EE.

Founded in 1918, the Industrial Society works both with employers and employees in every sector of the economy. Our mission is to be the foremost authority on best practice in development of people for and at work. Poised for the next stage in its development, the Society has entered a period of major change. To manage this change effectively two new appointments have been created in the top management team responsible for delivering the Society's programme for the 1990's.

A FORCE FOR CHANGE

DIRECTOR OF MARKETING

c £50,000 + car

You will be a strategic thinker and business innovator, leading a senior team developing and implementing a wide range of promotional and marketing strategies.

Your chief focus will be on building a detailed understanding of our customers' current and future needs and driving through initiatives to address them. (Ref DM4845/ST)

Reporting to the Society's Director, Rhiannon Chapman, the successful candidates for these positions will have the relevant senior professional experience and be able to demonstrate the ability to drive the Society forward. You will understand the professional services sector; have empathy with the needs and expectations of both sides of industry and be excited by the campaigning nature of our work.

The Society offers a competitive employment package.

Please send all replies, quoting appropriate reference to our consultants: Campbell-Johnston Associates (Management Recruitment Consultants) Ltd, 3 London Wall Buildings, London EC2M 5PJ. Tel: 071-588 3588/3576, Fax: 071-256 8501.

The Society strives to be an equal opportunities employer.

SALES

OTE £70,000

We are a highly successful computer services company located in Central London. We provide complete solutions to meet our clients' information systems needs including specification, integration, implementation and support. Our success and continued growth during recession has been achieved through technical competence and professionalism and 1992 will be another record year.

ACCOUNTING SYSTEMS

ICOS is already acknowledged as a leading supplier of business systems and will continue to build on its reputation. We are looking to strengthen our team with a success driven sales consultant, with 3-5 years experience of selling accounting solutions. In-depth knowledge of state-of-the-art multi-user accounting products is expected, but as important are drive, competitiveness and initiative. A background in accounting would be advantageous, but above all the ability to relate to clients and to identify their business needs is essential.

If you feel you have the qualities to succeed with one of London's leading computer services companies, please write enclosing a detailed CV to Caroline Bradford, Independent Computer Solutions Limited (ICOS), 36-38 Carnaby Street, London W1V 1PD. Tel: 071 494 0010.

**Independent
Computer
Solutions**



SHOPPERS' FRIEND LIMITED SALES ACCOUNTS EXECUTIVE

Salary: c £20,000 + Commission + Car
Aged: 28 - 35

Sales Accounts Executive required for SHOPPERS' FRIEND LTD, a new division within News International, publishing high quality manufacturers coupon inserts for food, health and beauty products.

Previous sales experience of 2-3 years in retail/manufacture of food or health and beauty aids is essential.

If you are interested in this position write with full curriculum vitae to: Brenda Hemmings, Recruitment Manager, News International Newspapers Limited, PO Box 481, Virginia Street, London, E1 9BD.

DIRECTORS/MANAGERS

UNEMPLOYED: EX-PAT: CAREER RUIN: RECESSION HIT

You need a new position!

With hundreds of applicants applying for each advertised position, how can an individual compete in the marketplace?

Fletcher Hunt are not an agency, but a specialist team established to help individuals seeking fast career change to find the right position quickly and professionally, normally within the unadvertised market. Consultancy is sometimes available to our unemployed clients.

Phone Richard Holman on 071-436 8886
CAREER CONSULTANTS

London 071-436 8886 Rugby 0785-546537 Southend 01703-787338
North West 0524-252592 Dublin 056 859 Scotland 0738-441327
Norwich 0603-200354 Newcastle 091-224 1010 Hong Kong 0072-308524

GENERAL MANAGER

WELL ESTABLISHED INTERNATIONAL LEADER
INTERACTIVE ENTERTAINMENT/LEISURE

Negotiable Salary North West

Operating in a worldwide market, with offices in UK, USA, Germany and France, we are a highly profitable, dynamic, fast growing organisation.

To achieve the planned doubling of turnover and profit, over the next year, we wish to recruit a high calibre manager to lead our publishing business in the UK, Europe and Australia.

Reporting to the Managing Director, responsible for growth and profit performance, the role requires a leader, strategist, motivator, decision maker. If your array of abilities has been tried and tested in a creative environment, we would like to meet you.

The package includes an attractive salary, company car and private health cover.

Send C.V. and details of present earnings to: Paul Edmondson, PSYGNOSIS Ltd, South Hertfordshire Buildings, Sefton Street, Liverpool L3 4BD.

PUBLIC & HEALTHCARE APPOINTMENTS

The Medical Computing Section of the South Western Regional Health Authority is being created as a separate trading unit. With an annual turnover in excess of £4 million and 175 staff providing medical computer systems throughout the South West and outside, the need for sound financial control is essential.

We require a highly qualified, self-motivated person to be a part of the management team and assist the Chief Executive, (designate) in providing financial control, assembly and maintenance of business plans and management of the unit.

This post will suit individuals who enjoy a high profile role within a developing and demanding organisation. You will need to have a good accounting background with sound experience in management and financial accounting acquired in an NHS or commercial environment. A high degree of computer literacy is necessary to be able to play an active part in the development of the business and with proven business, planning and management skills and the ability to inspire others with enthusiasm.

Informal enquiries are welcome in the first instance and you can ring Mike Burnell on (0272) 760008.

For an application form and job description telephone the Recruitment Section on Bristol (0272) 423279 ext. 3889 (24 hour answering machine).

The closing date for completed applications is 10th July 1992.

We are an Equal Opportunities employer. We welcome applications from women as well as men, and from all sections of the community.

Assistant Chief Executive

(Legal Services) and Solicitor to the Council
Salary Range £39,525 - £53,101

(movement within range subject to performance assessment)

Plus leased car

This post requires not only comprehensive working knowledge of the law affecting Local Government but also the experience and ability to manage in the 1990s, the decade during which Local Government legal services will face an unprecedented challenge with the introduction of compulsory competitive tendering.

In addition to managing a legal staff of 20 you will be expected to lead from the front and advise on legal issues of considerable complexity. You will need to demonstrate the ability to maintain the highest possible quality of professional advice whilst working under pressure, to tight deadlines.

As the head of the professional legal service, you will report directly to the Chief Executive and to meetings of the Council and its

Committees. You will also contribute to the development of corporate policy/strategy. Should you wish to discuss any matter concerning this appointment please call Peter Mayes on 081 545 3338.

Further details and an application form are available from the Chief Executive's Department, Civic Centre, London Road, Morden, Surrey SM6 8DX or telephone 081-545 4033 (24 hour answering machine).

Closing date: 6th July 1992.

Please quote reference CO21

merton
moving ahead

The council intend to introduce a non-smoking policy in its establishments and new appointees must be prepared to accord with this policy.

c-r-e-a-t-i-n-g o-p-p-o-r-t-u-n-i-t-i-e-s f-o-r-a-l-l

NORFOLK COLLEGE of Arts and Technology

Tennyson Avenue, King's Lynn, PE30 2OW

Tel: King's Lynn (0553) 761144 - Fax: 0553 764902

Norfolk College is a large College of Further and Higher Education with some 12,000 students, 600 staff and an annual budget of £11.5 million. Over recent years it has established a nation-wide reputation for the provision of high quality education and training. The College will be incorporated in April 1993 and now seeks two additional members of staff to join the senior management team to take responsibility for the finance and personnel functions.

Director of Finance

Salary: £31,137 - £34,593 per annum

(pay award pending)

Personnel Manager

Salary: £22,584 - £25,092 per annum

(pay award pending)

Applicants should be professionally well qualified. Significant management experience at a senior level in the private or public sector is essential.

Application forms and further information can be obtained from the Personnel Section at the College. Closing date for receipt of completed applications: Friday, 17th July 1992.

Committed to Equal Opportunities

DIRECTOR OF CONSUMER RELATIONS

BASED IN SOUTH HUMBERSIDE

c.£32,000 + Performance
Related Pay



Yorkshire Regional
Health Authority

Working towards Equal Opportunities

This is an exciting opportunity for a well qualified, experienced Consumer Relations Manager to make a major contribution to a new initiative designed to improve Health Services for all people living in the districts of Boothferry, Cleethorpes and Grimsby.

You will be a member of the Corporate Management Team and will be responsible for the development of quality systems for gathering intelligence which contributes to the understanding of consumer needs. There will also be a need to establish a communications strategy to enable consumers to make informed choices about Health Care and understand health policies.

For an informal discussion contact the Project General Manager, Clive Dench, telephone 0652 640555.

For an information package please contact The Personnel Services Department, Yorkshire Health, The Queen's Building, Park Parade, Harrogate, HG1 5AH or telephone (0423) 300066 or our answering service (0423) 566385. Closing date 6th July 1992. Please quote reference ST301.

ASSET
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01904 611111

OFFICE MANAGE
ADMINISTRATE

071-481 4481

GENERAL APPOINTMENTS

FAX 071-782 7828

Computing Section of the South Health Authority is being created at and will be providing medical through the South West and for sound financial control is

highly qualified, self motivated of the management team and assesses the potential of business plans of the unit.

and individuals who enjoy a high developing and demanding need to have a good accounting second experience in managing and negotiating an NHS or commercial high degree of computer literacy is to play an active part in the development and with proven business, a commitment.

For more information contact Mike French on 0272 424 4000 (answering machine).

For completed applications & equal opportunities enquiries contact the relevant personnel officer in your department.

Opportunities nationwide. We welcome women as well as men, and of the community.

ASSISTANT DIRECTOR
(MEDICAL)

Salary up to £42,165 pa

The National Radiological Protection Board is an independent statutory body which was established in 1970 by Act of Parliament to provide advice on radiation standards and to conduct research to improve knowledge of radiation risks and protection measures.

The Board now has a vacancy for a medically qualified person with considerable experience and recent direct involvement in at least one of the following fields: occupational health, epidemiology, medical statistics, radiology and nuclear medicine or radiobiology.

The person will be required to contribute to the management of the Board's whole programme of work, including:

- The development of Board advice on protection standards for ionising and non-ionising radiations, and practical guidance on the interpretation of those standards.
- Direct research programmes in the epidemiology of irradiated populations and the molecular biology of radiation carcinogenesis.
- Advise on medical interpretation of issues associated with occupational exposure.

Assistant Directors in the Board are usually responsible for the work of between 30 and 70 scientists. The appointment is at the Board's Headquarters at Chilton, Oxfordshire, and carries a salary equivalent to Civil Service Grade 5, within the range of £37,095 - £42,165 pa with further progression to £51,280 pa depending on performance. There is a contributory superannuation scheme.

Please forward full career details, including CV, to Dr. R. H. Clarke, Director, National Radiological Protection Board, Chilton, Didcot, Oxon OX11 ORQ to arrive no later than 27 July, 1992.



National Radiological Protection Board

IT RECRUITMENT CONSULTANTS

£30,000 Package + Car

Professional Selection and Development Limited is a newly formed parent group for a number of market leading recruitment companies operating nationwide.

We are currently recruiting consultants in our London office and invite applications from individuals with at least two years IT recruitment experience. Preference will be given to applicants with a proven ability to develop long term client relationships.

You can be assured of excellent career progression, formal training and a comprehensive benefits package within a cash rich group.

For further details call 071-405 4161 quoting reference number NGR 1.

Confidentiality guaranteed.

IMS is an institution of academic excellence and practical competence. It works with the most significant UK employers researching and advising on manpower strategy, policy and technique. A further two Manpower Advisors are now required to help develop the Institute's work on Manpower Planning, H.R. Policy and H.R. Techniques.

ADVISORS in HUMAN RESOURCE MANAGEMENT

After appropriate induction, these Advisors will be responsible for consulting in manpower planning/HR management, developing specialist techniques, advising on the use of IT and delivering training programmes. We are looking for numerate graduates, preferably with a higher degree, who are experienced in applying their skills in an HR environment. These jobs will be of interest to people who enjoy serving for high standards, have good business acumen and have previous experience of consultancy.

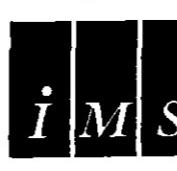
Closing date for applications: 13th July.

Interviews will be held on 27th & 30th July 1992.

For further details and an application form please contact: Jim Howmood, Personnel Manager, Institute of Manpower Studies, Manston Building, University of Sussex, Falmer, Brighton, East Sussex BN1 9RE.

SOUTH COAST

UP TO £30,000

INSTITUTE OF
MANPOWER STUDIESASSET MANAGEMENT
HEADHUNTING

City search firm seeks an ambitious and gregarious research executive for growing asset management team.

Ideal candidates will have worked at least four years in a leading fund management house, have a good university degree and will have the potential to become a consultant. The likely age range is 26-29.

Presentation skills, a methodical and analytical approach and the ability to work in and contribute to a team environment will be vital.

Please write to

Baines Gwinner Limited, 1 Founders Court, London EC2R 7HD
or telephone Sue Hutchings on 071-600 1414

OFFICE MANAGER/
ADMINISTRATOR

Sought to run busy Jewish educational charity in NW11. An ideal short term post to fill until September 1993, but possible full time permanent thereafter. Must possess excellent administrative and organisational skills, communicate easily and effectively. Work well under pressure. Good references required. Please send CV to Mrs Zeevra, British ORT House, 18th Whifford Way, London NW11 6YA.

DIRECTOR OF PERSONAL
TRAINING BUSINESS

1-2 yrs experience in Health & Fitness
Will have own clients. Must be MCertified.
Send CV to
Profile Fitness
Telecom House, 134 High Street
Twickenham TW1 4BN
071 734 8564

MONEY

Busy West-End Marketing
Co req ambitious, self-motivated individuals.
To join their expanding organisation. Contact
David

071 734 8564

Health Economist
British Pharmaceutical Company

Globo Pharmaceuticals has grown consistently to become one of the top companies in the UK. We are committed to maintaining this record of success and now wish to strengthen our Pharmaceutical Economics team, which has a key role in identifying and measuring the economic and quality of life benefits of Globo's current and future medicines.

Your responsibilities will encompass the design of economic and quality of life research projects, the analysis and writing-up of the results of these studies and the presentation of your findings to both internal and external audiences. In addition, you will have an opportunity to advise on the economic implications of NHS developments for the pharmaceutical business.

Globo Pharmaceuticals UK Limited

Our need is for an Economics or Life Sciences graduate with experience in the Health Sector, who has well-developed analytical skills and a high level of numeracy. A first-class communicator both verbally and in writing, you will combine a logical approach with a creative intellect. Importantly, you will also have the ability to contribute effectively as part of a professional team in an environment where Globo has a pre-eminent reputation.

In addition to a highly competitive salary, we offer a comprehensive package of benefits and an excellent working environment.

Please send a full C.V. quoting ref MS/PEE to:
The Human Resources Department, Globo
Pharmaceuticals UK Limited, Stockley Park West,
Uxbridge, Middlesex UB11 1BT.

BRITISH SHOPS AND
STORES ASSOCIATION

is seeking to appoint a Trade Association Secretary based at its operations centre near Banbury.

Reporting directly to the Chief Executive the responsibilities will include involvement in the production of Bulletins and Reviews; responding to members' queries; servicing appropriate Committees; as well as providing support on UK and European legislative matters and developing new services for members.

Candidates will be well-educated with good organizational skills, have the ability to express themselves clearly and be able to demonstrate understanding of the functions of a trade association and a knowledge of employment and consumer law.

Salary circa £27,000 plus car and benefits package is offered and candidates should send a full CV and details of current salary to:

Allan Sayers, Chief Executive, British Shops and Stores Association, 37-39 Cheval Place, London SW7 1EU.

THE INSURANCE OMBUDSMAN BUREAU

The Insurance Ombudsman Bureau provides a Complaints Settlement Service for policyholders and investors who feel that they have been disadvantaged by a company which is a Member of the Scheme. An increase in workload has given rise to a need for a number of additional Assistants to help the Ombudsman in the investigation and resolution of complaints and disputes referred to him.

Successful applicants will have relevant expertise or experience in general insurance. They will have a formal legal or insurance qualification and have an aptitude for consumer dispute resolution. They will be competent to understand the papers relating to a case, negotiate with the policyholder or company and produce a final resolution, communicating facts and reasons in a clear, concise way.

Age will not be a restricting factor in this appointment as appropriate knowledge or experience is more important. Initial salary will be circa £20,000. A pensions scheme and season ticket loan are also available. Please send a comprehensive C.V. quoting reference (GEN/6/92) to:

The Bureau Manager, Insurance Ombudsman Bureau
City Gate One, 135 Park Street, London SE1 9EA.
Tel: 071 928 4488. (Closing date: 30th June 1992).

Sales Manager

Client/Server Technology

After five successful years of selling products in the UK, Raima Corporation, one of the fastest growing US software authors is setting up a new sales team with the present distributor to market and sell both existing products and an entirely new strategic product range.

To recruit and launch a team, Raima is looking for an experienced sales professional to build the operation from the ground up. It is unlikely that the right candidate is currently earning less than £60,000.

The requirement is specifically for an energetic person with at least five years success in selling strategic software to major corporate accounts. Preference will be given to candidates able to demonstrate a knowledge of DBMS, the mid-range platform environment and with the ability to handle major accounts.

An excellent compensation package is available to reward success. The location will be Hertford.

If you have the skills and the ability to deal with the growth of a fast paced US company send your CV in confidence showing how you meet the profile (but only if you do):

David Turley
Systemstar Ltd
1-3 Parliament Square
Hertford, SG14 1EX
Fax: 092 554261

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CORPORATION

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Our Client, 3Com, is now established as the world's leading independent supplier of computer networking systems.

A Senior Credit Analyst is required to join a small team to provide a full credit management function for 3Com's European customer base.

Candidates must be experienced in applying credit and collection policy, ideally in an international environment. Fluency in a European language, especially French, would be a distinct advantage.

He or she will be involved in assessing credit worthiness before and during customer relationships, reacting accordingly and recommending relevant solutions. This will be in addition to the usual credit management responsibilities.

This is an excellent opportunity for an intelligent credit professional to develop in a dynamic and fast moving organisation where opportunity for career advancement is outstanding.

Applications, with full CV, should be addressed to David Drake:

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The mind and the will

The job of chairman can no longer be regarded as a convenient soft option, Clare Hogg reports

Like everything else in business these days, the role of the corporate chairman is evolving fast. Or perhaps, more accurately, it is becoming more important to do the job excellently. At one time, when the managing director began to dossier embarrassingly, or the founder's son hungered for status, the chairman's sit was a save that provided a convenient solution to an unpleasant problem.

The chairman was expected to contribute "vision" to his organisation, to "consider strategy", and to make sure that board meetings did not disintegrate into an excessive banting if he failed to carry out these duties, nobody much noticed. Everybody was too busy managing the business.

Nowadays the duties remain essentially the same, but if they are not carried out, or carried out well, a lot of people notice. The pace of change in business now is such that unless much thought is given to strategy and direction, a company cannot hope to survive, and, in general, the managing director is too bogged down in detail, or corporate energising, to have the serenity and perspective to do this.

The task must fall to the chairman. If, as the Institute of Directors defines it, "the Board of Directors is the Mind and Will of the company", it is critical that the mind and that will are properly orchestrated to produce a melodious tune.

Effectively fulfilling these two duties, providing vision and coordinating the board, is a tall order.

Sir Christopher Hogg observes in *A Head for Business*, published this month: "The business books pretend that formulating a business strategy is easy if everyone is rational, but that's all with the benefit of hindsight. As you peer into the fog of the prov of a ship,

trying to see which course you should take, you really don't know the stuff, which in business school case studies, is set out. And this has become more difficult as competition has intensified."

Luckily, although some of the qualities required by a good chairman — a high intellectual capacity and good health, for example — are endemic, many of the skills required can be learned out by training. It is hardly surprising that the institute is finding increasing demand for its courses for chairmen.

One of the latest to be held attracted a catholic selection of chairmen, all aspiring for self-improvement. Chairmen of large public limited companies jostled with chairmen of small family businesses, and it transpired that in many cases the latter had the tougher job. Chairmen of monopolies had clear parameters. They knew what the shareholders' interests were and what was expected of the organisation.

By contrast, those in small family businesses, who may themselves have been the founder, or the founder's son, have other considerations, the main one being the choice between preparing the company for sale and passing it on to future generations. This naturally affects how they operate in coordinating the "mind and will" of the company.

Size affects other considerations. For example, one of the main debates about the role of chairman concerns whether or not the post should be combined with that of chief executive officer. *The Corporate Board*, another book out this month, quotes a number of chairmen with dogmatic views on the subject. One says: "It's absolutely important to separate the two." I distrust the two in one. If you do

both, the chairman always loses to the chief executive officer role."

Another, equally convinced, points out: "When he got into trouble, President Nixon was both the head of state and head of government, so both were in trouble. Therefore, there was no opportunity to carry on 'above the fray'."

A similar view prevailed at an institute seminar, until Anthony Fuller, the chairman of Fuller, Smith & Turner remarked that he had combined both roles successfully for more than a decade, explaining: "The company was small enough to make a combined chairman-managing director role perfectly viable."

The question of the support that can be gained from independent directors was also debated. Chairmen, according to Sir Christopher, Lewington, the chairman and chief executive of the TI group, "need the frank, experienced advice which the best non-executives can give".

This was a view shared by most of

the group at the institute seminar, but the problem, aired by many of the participants was the difficulty they had in finding the right independent directors to complete the team. The traditional method — the old boy network — was not considered sufficiently scientific, and the fees entailed meant that headhunters were not motivated. In this respect also, smaller companies seem to experience more difficulties than larger ones.

There is a shortage of the advice that many chairmen feel would be useful for their role both as corporate "front man", and as "top" man. Sir Graham Day, the chairman of Cadbury Schweppes, PowerGen, Cumbrie Insurance and British Aerospace, says: "People see me as hard. That's what the media say anyway. It's a curse in that you keep wanting to jump up and down and say, 'No. I'm not like that,' but image

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NATIONAL MUSEUM OF WALES

Cardiff DIRECTOR

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The Museum not only has an excellent reputation for scholarship and research, but also attracts high numbers of visitors due to the quality and variety of its exhibitions. This success has been supported by an ambitious development programme entailing investment of some £26m.

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- Securing adequate funding; from Government, visitors, and other sources.
- Increasing visitor numbers by providing exhibitions of the highest quality, backed up by excellent service and facilities.

Candidates must be able to display a significant record of achievement within the private or public sector. They will have first-class managerial and administrative skills, probably gained in a senior management or Chief Executive role. Specific experience should include full profit accountability, marketing and PR, strategic planning and finance. In addition, the successful individual will have experience of, or an active interest in, heritage matters, the arts and sciences, as well as empathy with Wales and the Welsh culture.

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